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PEABODY



MASSACHUSETTS

New England's Tanning Centre

Peabody was originally a part of Salem, and some believe that she will again become a part of the Puritan city in the near future, for annexation is favored by many of the members of each community, and their business interests are so intimately connected that it is but natural that a strong desire for union should exist; but not a few Peabody people are opposed to any movement that would sink the individuality of their town into that of a neighbor, and they argue strongly in favor of a "paddle your own canoe" policy, and say that the steady advancement of Peabody in the past furnishes the best possible evidence that she can take care of herself and had better not abandon her present form of government.

It is true that Salem and Peabody have long been closely connected, and there is much truth in the assertion that "for all purposes save those of municipal government Peabody is part and parcel of Salem, being but an extension of that city;" but many of the citizens will not willingly consent to abandon the independence of government which the town has enjoyed for nearly forty years, and the only change they will favor will be from town to city government so as to expedite the transaction of municipal business, the population of the town having got well beyond the 14 thousand point, so that it is becoming difficult to carry on operations on the town meeting method.

Peabody was set off from Salem as a part of the town of Danvers, which was incorporated in 1757, and was afterward divided into a north and a south parish, which were practically equal in importance, the town meetings being held in each on alternate years.

The south parish very soon took the lead in active business pursuits, as the north parish was principally a farming section while the south parish began the manufacture of leather at a very early period in its history and nearly all the wealth of the town was invested here, although the north parish contained the most voters. Such a condition of affairs

naturally gave rise to much dissension and the residents of the south parish soon began to try to secure a separation of the two sections. They had to contend against very strong opposition, but they persisted in their efforts and finally succeeded in getting the General Court to send a committee here to ascertain the actual condition of affairs by personal observation. The result was that the necessary bill was passed and the Town of South Danvers was incorporated May 18, 1855. But it retained that name only thirteen years, for in 1868 it was re-named in honor of one who was born in the town and whose noble and impartial benefactions caused him to become known as one of the greatest philanthropists in the history of the world.

George Peabody was born February 18, 1795, and died November 4, 1869. He was born poor and he died rich, and yet great as his wealth was the amount was small in comparison with that given away in public and private benefactions. The value of the estate he left was estimated at \$4,000,000, and the total amount of his public donations was about \$9,000,000; it including such gifts as \$1,500,000 to the Peabody Institute, Baltimore; \$3,000,000 to the Southern Education Fund, and \$3,000,000 to Homes for the poor in London. He remembered his native town by giving \$250,000 for the establishment and maintenance of the Peabody Institute, and the sum of \$140,000 was given for the founding and support of the Peabody Academy of Science in Salem. No man was more earnest and generous in his efforts to put education within the reach of all, and no man was better qualified by experience to appreciate the need of educational facilities that could be freely utilized by the people, for Mr. Peabody was emphatically a self-made man in the true sense of that much used phrase, as he entered into mercantile life at the age of twelve, encountered many and severe reverses in his early days, and made his way in the world unassisted and without the advantages arising from

the possession of a finished education.

The Peabody Institute was established in 1852, and the first notification of its establishment was received at a dinner held June 16th as a feature of the celebration of the centennial anniversary of the separation of Danvers from Salem, it having been set off as a separate district in 1752, although it was not incorporated as a town until five years later. Mr. Peabody sent a letter which was opened at the dinner and contained the sentiment: "Education—a debt due from present to future generations." But the response was even more significant than the toast, for it was an announcement that Mr. Peabody presented \$20,000 to his townsmen for the promotion of knowledge and morality among them. No binding conditions were attached to the gift, but it was suggested that it be used to defray the cost of free lectures and for the establishment of a free public library. Various other donations were made by Mr. Peabody, until the total amount was a quarter of a million. The Peabody Institute was built in 1853-54, and is a brick structure with freestone trimmings. It seems modest in appearance in these days of great and handsome buildings, but its value is far greater than that of many a much more pretentious structure, for it contains a carefully chosen library of more than 30,000 volumes; it is open to the people and it is of incalculable benefit not only to this town but to all who choose to make use of its facilities.

The building contains a large hall, and here may be seen a reversed length portrait of Mr. Peabody. Mr. Peabody also portraits of Edward A. of Jordan Rufus Choate. But the hall has been taken a picture, the 120 years.

which exceeds any other in the country, for it is a fine example of the service and experience of the Victoria, paint and gold measuring service, there is no conglomeration of the county with reputation in its industry, body, Esq., Weed Carriage Works, at in London, Peabody Central street. Special oration, fine carriage and automobile as he is filled, with every skilled person applied to the artistic de-

Among the most important of Peabody's diversified industries is that carried on by Planagan & Grantham, with well equipped factory at 12 Walnut street and established in 1894 and as at present in 1903. The company are general machinists, dealers in mill supplies and expert engine repairers of which they make a specialty. Repair work of all kinds is promptly executed and all work done here is guaranteed satisfactory both as to reliability and prices charged. Six competent workmen are employed and a factory of two floors and 2,000 square feet utilized. Wm. H. Planagan was born in Belleville, N. J. and was there educated in the public schools. He has had practically a life-time experience as a machinist, having been brought up in the trade. Mr. Planagan founded the present business and is in a large measure responsible for its success. He is a member of the K. of P., Veteran Fireman's Association and Fireman's Relief Association. F. D. Grantham was born in Hamilton and was educated in Centre Harbor and Meredith, N. H. He was admitted to partnership in 1903 and previously was an engineer 17 years. Mr. Grantham is a member of the Masons, Eastern Star, I. O. O. F. and Blue Room Club of Boston. Both gentlemen are known as foremost industrial men and machinists of expert ability and are highly esteemed in all circles of the community.



WARREN FIVE CENT SAVINGS BANK

Coincident with the growth of Peabody, is the career of the Warren Five Cent Savings Bank, which, founded in 1854, has been an accommodation and stimulant to the town's industrial and mercantile affairs, offering banking facilities which not only are necessary, but encourage thrift and economy among its depositors. Modern business methods and progressive ideas have dominated the management of the bank and its career in recent years has been one of prosperity, marked by a strict observance of the soundest principles governing banking and finance. Very few realize what a potent

factor this institution has been in building up Peabody, or what it has gone to encourage thriftiness in the wage-earners and to teach the people habits of saving, of industry and those virtues that underly good citizenship. A general savings bank business is done and safety deposit boxes are to rent. The last public statement shows 7,238 depositors, with total deposits of \$3,214,744.18; a guarantee fund of \$159,000; undivided profits of \$20,749.54 and assets of \$3,560,377.47. The officers are Pres., Arthur F. Poole; Vice-Presidents, Franklin Osborn, Geo. E. Spaulding, Joseph Jacobs, Wm. F. Sawyer and Levi Preston; Trustees, Albert H. Merrill, Franklin Osborn, George E. Spauld-

ing, Joseph Jacobs, Arthur F. Poole, William F. Sawyer, Levi Preston, W. Fred Munroe, John A. Lord, Horace K. Foster, Albert F. Poor, Benjamin N. Moore, Benjamin G. Hall, Patrick H. O'Connor, William H. Hill, George S. Curtis, George R. Underwood, Joseph J. Thorndike; committee of investment, Arthur F. Poole, Pres., ex-officio, Geo. E. Spaulding, Levi Preston, William F. Sawyer, W. Fred Munroe; treasurer and clerk, Albert H. Merrill. The officers are Peabody's most astute business men, prominently identified with the town's best interests and are in sympathy with all that tends toward the advancement of Peabody and its citizens.

GEO. E. SPAULDING

Standing foremost among the leading real estate brokers and building contractors in Essex County, is Geo. E. Spaulding, with office at 12 Main street and residence at 121 Main street. The business was founded by Levi Spaulding, father of the present proprietor, in 1840, and given new impetus when he became sole owner in 1881. Constantly handling desirable properties in city, farm and shore real estate, he is thoroughly informed as to the real value and conditions of the market. In the contracting business Mr. Spaulding is widely known as a foremost business man and has constructed many of the handsomest and best residences, public buildings and factories in Essex County, including Warren and Tremont street schools, Warren Five Cent Savings Bank building, Warren National Bank block, A. B. Clark Company's factory, recently destroyed by fire, the Essex Glue and Gelatine Co.'s plant and the American Glue Co.'s factory. Estates are cared for and rentals collected, auctioneering and appraising done, investigations made on loans for banks

and a general insurance business conducted. Mr. Spaulding was born in Peabody and was here educated in the public schools. Previous to becoming sole proprietor he was associated with his father several years. Mr. Spaulding is known as one of Peabody's leading business men, taking a keen interest in all that pertains to the welfare of the town and is highly esteemed in all circles. He is a director in the Warren National Bank and vice-president of the Warren Five Cent Savings Bank, and served the town on the finance committee four years.

E. W. COOMBS

In all modern and extensive building operations, the matter of plumbing, heating and ventilation is considered of the utmost importance and secondary to no other consideration. This is stated as an illustration of the fact that the master plumber of today is an important factor in the advancement and growth of towns. Such in Peabody is E. W. Coombs, located at 27 Lowell street, and widely known as a practical and expert

plumber. Scientific and sanitary plumbing, drainage and ventilation are carefully executed, the best heating systems installed, steam and hot water piping done and all other work of an allied nature. Contract work is done all through the country and charges are moderate. Six to eight people are employed. The business was established in 1897. Mr. Coombs was born in Rockport, Mass., and was educated in the public schools of Woburn. He has had 20 years' experience as a journeyman and master plumber and is thoroughly versed in all details of the trade. Mr. Coombs is Junior Warden of Jordan Lodge of Masons, and has been plumbing inspector two years.

TWEED CARRIAGE WORKS

For thorough service and experienced workmanship, there is no concern in this section of the county with a better reputation in its industry, than the Tweed Carriage Works, at 32-34-36 Central street. Special orders for fine carriage and automobile painting are filled, with every skilled operation applied to the artistic de-

sign and decoration, and the most beautiful specimens of handiwork are made here. A specialty is made of artistic scenic designs and carriage and auto painting. Mr. Wm. H. Tweed has had various contracts in scenic work, including the scenery of the Ramazam for the Now and Then Association of Salem, and many others too numerous to mention. Mr. Tweed is the only scenic painter in this section, and has had 30 years' experience in this particular line, and is the founder of the Tweed Carriage Works. Four people are employed. Mr. Tweed was born in Gloucester, Mass., and was educated in the public schools of Peabody. The business was established 60 years ago and as at present since 1906. Previously he was in the same line of business on Foster street 17 years. He is a member of the A. O. U. W. and as a resident and industrial man, is identified with the worthy and progressive efforts of the town.

CHRISTON MASSION

High-class, artistic and guaranteed tailoring, is the pronounced feature of the reputable and largely patronized custom tailoring house of Christon Massion, at 31 Main street. Ladies' and gentlemen's garments are fashioned in the most correct style of the art, made up from select fabrics, of thorough and competent workmanship, and always the acme of perfection as to fit. Reasonable prices rule and satisfaction is guaranteed on all work undertaken. Altering, repairing and pressing is promptly attended to and ready when promised. Two skilled assistants are employed. Mr. Massion was born and educated in Turkey, of Grecian parents. He established this business in 1906, and has had six years' experience in the tailoring business. Mr. Massion is a member of the Y. M. C. A. of Salem and is considered a young man of splendid attainments and personal qualifications.



W. P. ELWELL

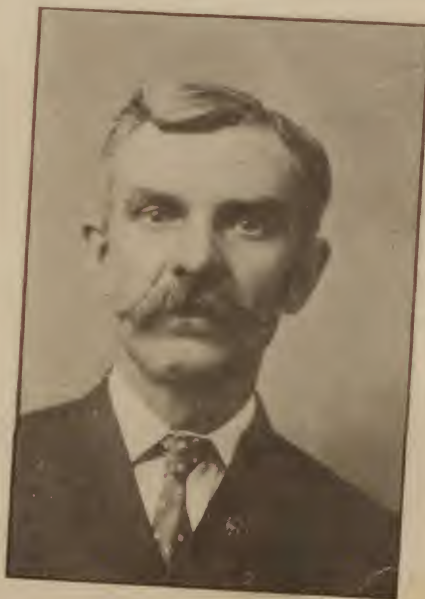
Numbered among the leading electrical contractors of this section, and having a reputation unsurpassed anywhere for reliability of service, is W. P. Elwell, at 36 Main street. The



PEABODY ENGINE HOUSE, NO. 2 E. B. BALCOMB, ARCHITECT

business was founded in 1903. Electric wiring, electric bells, motors, generators, switchboards, and batteries are installed. Gas and electric fixtures and supplies of every description are furnished, and repairing promptly attended to. Estimates are given on all jobs or contracts. Four assistants are employed. Mr. Elwell was born in Danvers and was there

educated in the public schools. Previously he was in the same line of business in Danvers four years. Mr. Elwell is a member of the Masons, I. O. O. F. and A. O. U. W. and is considered among our leading and most progressive business men, and is held in high esteem in both commercial and social circles.



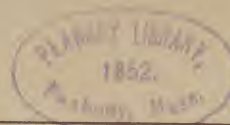
P. J. BUCKLEY

Widely known and distinctive features of the finely stocked footwear house of P. J. Buckley, 4 Peabody square, are thoroughly reliable, guaranteed goods, moderate prices and correct styles. Medium and high-grade boots, shoes and rubbers for men, women and children are

kept in complete and large lines, carefully selected for their beauty of finish and superior wearing qualities. This popular shoe store also has the merited reputation of meeting all competition, both as to quality of goods and low prices, a fact that insures it the constant patronage of many discriminating people. Shoe repairing is also expertly done with satisfaction guaranteed. Three to five people are employed. Mr. Buckley was born in Ireland and was there educated and in the public schools of Lynn. Previous to establishing this business in 1889 he was a shoemaker employed in all its branches several years. Mr. Buckley is a member of the A. O. H. and Father Mathew's Temperance Society and has been 20 years, and personally as well as industrially is a most esteemed member of the community.

LITTLEFIELD LEATHER CO.

The manufacturing of sheep skins, lies at the root of a large share of the commercial growth of New England, which has so widely depended upon the manufacturing of shoes, which in turn require the tanneries. Thus this interest has come to be represented by many of the leading New England business men. A tannery establishment which has gained extended reputation and patronage for the uniform excellence of its goods and rates, is that conducted by the Littlefield



Leather Co., on Railroad Avenue. The business was established in 1899. Sheepskin leathers are manufactured and are sold throughout the United States. Help to the number of 50 are employed and floor space of 24,960 square feet and four floors and an ell of 7,680 square feet, four floors,

are utilized. S. S. Littlefield was born in Peabody and was here educated in the public schools. Previously he was in the same line of business since 1883. He is a member of the I. O. O. F. and Red Men. Mr. Littlefield was a representative to the legislature in 1889 to 1890. He was

chief of the fire department nine years, was trustee of the Peabody Institute six years, and on the school committee three years. Mr. Littlefield is one of our most progressive, successful and well-known business men, highly regarded by all who know him.

BURSLEY & CREHORE

Established in 1894, and always maintaining a reputation for the carrying of high-grade, thoroughly reliable groceries, is the grocery house of Bursley & Crehore, located at 63 Walnut street. Leading brands of canned goods, bottled delicacies and table condiments, garden truck and fancy groceries of all kinds, are handled and sold at moderate prices. Three assistants are employed and floor space of 2,000 square feet is utilized. G. A. Bursley was born in West Barnstable and was there educated in the public schools. Minot Crehore was born in Lincolnville, Me., and was there educated. He was previously in the same business in New York state several years. Mr. Crehore is a member of the Masons. Both gentlemen are known as business men of integrity and modern methods and are highly esteemed in all circles.

GEO. E. MEACOM CO., Inc.

The pharmacy of Geo. E. Meacom Co., Inc., located at 128 Main street, has always met the requirements of the town and has given such satisfaction in goods and prices, that it competes successfully with similar houses in this section of the county. The business was established 70 years ago, and as at present since 1899. A complete line of drugs, chemicals, sundries, toilet articles, cigars and confectionery, are carried and prescriptions are carefully compounded, pure supplies being used and experienced druggists attending to them. Two people are employed. The company is officered by Edw. Meacom, president; Mrs. E. D. Cooper, treasurer; and Edw. H. Meacom, clerk and manager. Manager Meacom was born in Peabody and was here educated in the public schools. He has always been in the drug business and is an expert in every detail of the trade. Mr. Meacom has shown enterprise and sagacity in the conduct of this concern and has an important standing in commercial and social circles of the community.

TWEED CARRIAGE WORKS

Originally established 60 years ago, and as at present since 1906, the Tweed Carriage Works, at 32-34-36 Central street, carriage builders and dealers, sustains a well-known and respected reputation in the industrial world and represents one of the large enterprises of this class in this section. From the day the business was founded to the present, thoroughness of work, reliability in transactions and the fulfilling of every contract on honor, have been principles of the house, that have been factors in its development and success. Carriages and wagons for any sort of use are constructed here, and reliable material is used and the most desirable styles in heavy or light vehicles produced on order. Repair work is also expertly done with satisfaction guaranteed and charges moderate also automobile repairing. Help to the number of five are employed, and floor space of 8,000 square feet, two floors, is utilized. A blacksmith department is maintained, with Henry Kent proprietor, where all kinds of iron work is done. Mr. Kent was born in Methuen, Mass., and was there educated and in the public schools of Redding, Mass. He has had 20 years' experience in the blacksmithing business. He is a member of the Red Men, I. O. O. F. and K. of P.

JOSEPH J. BLACKBURN

Probably the oldest, and decidedly one of the best conducted livery and boarding stables, is that of Joseph J. Blackburn, established 60 years, familiarly known as the Hotel Stables, and bought out by Blackburn & Patterson in 1898, Mr. Blackburn becoming sole proprietor in 1905. Mr. Blackburn has materially improved the service with a consequent gain in patronage. Up-to-date teams are furnished at reasonable prices, horses are cared for in the best possible manner by four experienced stablemen. There are 25 stalls in the stable and adequate carriage room and large yards for driving in and out. Mr. Blackburn was born in Nova Scotia and was there educated.

He has had many years' experience in the stable and horse business and is known as a business man of integrity and modern methods, highly esteemed in all circles. Mr. Blackburn is a member of the K. of P. and Red Men.

BUSHBY & CO.

A well ordered and honorably conducted grocery store where families can always be supplied promptly with a class of goods that can be relied upon as fresh and first-class, is an important industry of a town. The one heading this sketch has been established since 1866, under the firm name of Bushby & Johnson, until 1872, becoming as at present, Bushby & Co. This house has met the wants of the community to such a degree that its trade has rapidly increased and now does an extensive business. The trade of this house requires the stock to be often replenished, so that it is constantly filled with a fresh and desirable assortment of groceries of all kinds. A specialty is made of teas, coffees, old cheese and butter. This popular house is located at 76 Main street. About 25 years ago, Mr. Bushby experimented in ageing cheese, and after more or less success, succeeded in perfecting a formula by which cheese is kept four or five years and when opened a delicious flavor appeals to the connoisseur and is pleasing to the most fastidious epicure. During this extended period a large mail order business has been built up, Mr. Bushby shipping cheese all over the entire United States. The company also maintains a farm of 20 acres where all garden truck can be had and a specialty is made of celery in the winter months. Horace Bushby, founder of the business, was born in Peabody and was educated in the public schools. He is a member of the Masons, and has been Park Commissioner six years, and is serving his second term. We can cheerfully commend the house to the favorable consideration of all the residents of Peabody, assured as we are that they will receive honorable and liberal treatment from them.



FOAN BROS.

As a specialty house in the manufacture of high-grade leather for shoes and novelties, Foan Bros., at 27 Grove street stand prominent in New England and are widely known throughout the United States. The products, kid leathers, are unexcelled for durability and high-grade finish and are sold and shipped to all parts of the United States. A specialty is made of F. B. kid which is known all over the world where leather is used

and is in constant demand throughout the United States. The factory comprises seven floors of 32,000 square feet and is equipped with improved machinery and up-to-date facilities for the manufacture of the products. 45 skilled hands are employed. The business was founded by Geo. Foan, father of the present proprietors in 1875, and Foan Bros. became equal owners in 1904. L. W. Foan was born in England and was educated in the public schools of Pea-

body. He was previously associated with his father several years and was practically brought up in the business. Mr. Foan is a member of the Masons, K. T. and L. O. O. F. L. J. Foan was also born in England and educated in Danversport. He has had a lifetime experience in the manufacture of leather. Both gentlemen are known as foremost industrial men of Peabody and are highly esteemed in all circles of the community.

J. S. CREHORE & CO.

Prominent among the specialty houses engaged in the manufacture of component parts of shoes, is that of J. S. Crehore & Co., with well equipped factory located at 15 Grove street and established in 1885. The products of the house are medium and high-grade innersoling for the shoe trade which is sold to manufacturers all over the United States. These commodities are known for their reliability, flexibleness and general excellence and are for every kind of a shoe. The plant comprises four floors of 30,000 square feet and 100 hands are employed. J. S. and A. H. Crehore are proprietors and are widely known business men and manufacturers and are highly esteemed in all circles.

B. K. NORTON

Never before in the history of building operations has the demands for first-class, scientific plumbing been so urgent as at present. This is owing to the people being educated up to the importance of correct sanitation as a measure of protection to health and correct living. A local

plumber who is fully abreast of the times and conversant with all modern and progressive methods, is B. K. Norton, 7 and 9 Walnut street. The best and most satisfactory heating systems are installed, gas and steam piping executed and all similar work. Stoves, ranges and heaters are extensively dealt in and kitchen utensils in tin and agate ware. From eight to ten assistants are employed and three floors of 15,000 square feet utilized. The business was established 40 years ago and as at present 20 years. Mr. Norton was born in Danvers and was there educated. Previous to buying out this business he was employed here 15 years. Mr. Norton needs no introduction at our hands, his past reputation establishing the fact that he is an expert master plumber, and a business man of integrity and ability, highly esteemed in all circles. He is a member of the I. O. O. F.

KENNETH J. MacCHARLES

As carpenter and general contractor, Kenneth J. MacCharles, rear of Main street, has become favorably

known, and is called upon to execute important contracts in this section. Mr. MacCharles is known for his reliability and modern workmanship, for the prompt and painstaking manner in which he attends to all business propositions, for the excellent material used and the satisfactory results attained. Numerous residences in this vicinity have been built by Mr. MacCharles, including the handsome residence of H. M. Osborn, several colonial cottages, the Ward residence and greenhouses which are specimens of the extensive operations he conducts. General jobbing of all kinds is also executed in the most satisfactory manner, and prices moderate. Eight to 12 people are employed. Mr. MacCharles was born in Cape Breton and was there educated. The business was established April first, 1909, and previously he was of the firm of Jones & MacCharles, contractors and builders, nine years. Mr. MacCharles is building up a prosperous, increasing, and satisfied patronage, and is known for his competence and industrial ability, and is esteemed for his integrity and personal qualifications.

**D. B. LORD**

Never in the history of building operations, was so much thought and attention paid to the matter of plumbing, as at present, particularly as regards sanitation, ventilation and drainage. D. B. Lord, located at 19 Foster street, is a widely and favorably known plumber of the modern school, employing scientific and correct methods and guaranteeing thorough workmanship. The best and most satisfactory heating systems are installed. All contract work for the town water works is executed by Mr. Lord with satisfaction guaranteed. Eight people are employed.

C. H. GOULDING CO.

The heavily stocked and largely patronized house furnishing goods house of the C. H. Goulding Co., located at 8 and 10 Walnut street, was established in 1878, and incorporated as at present in 1908, and during this extended period has secured a reputation for excellence of goods and low prices second to none in similar concerns in Essex County. Household goods in furniture, carpets, draperies, stoves and ranges, are carried, modern in conception and correct as to style. Modern methods, improved ideas and moderate prices are the rule of the house. Four assistants are employed and three floors consisting of 10,500 square feet are utilized and a storehouse of three floors occupied. The officers of the company are C. H. Goulding, president; A. P. Sillars, treasurer; Samuel D. Lord, secretary. President Goulding was born in Millbury, Mass., and was educated there and at the Appleton Academy, N. H. He established the business in 1878 and built up a large and constantly increasing patronage. Mr. Goulding is a member of the Masons, A. O. U. W., and G. A. R. He served the town as Selectman several terms and was chairman of the body, also on the school committee, and was a representative to the Legislature two terms and is now serving with efficiency and to the general

The business was established in 1869. Mr. Lord was born in Salem and was there educated in the public schools. Mr. Lord is numbered among our most efficient and progressive business men, is very active in life, for a man 76 years of age, and as a public spirited citizen he is highly esteemed in all circles of the community. He is a member of the I. O. O. F., American Mechanics, Red Men, A. O. U. W., Pilgrim Fathers, Peabody Firemen's Association, Salem Firemen's Relief Association and was Chief of the Fire Department six years.

satisfaction of his townsmen as Overseer of the Poor. A. P. Sillars was born in Danvers and was educated there in the public and high schools. He was admitted to partnership in 1908 and was previously employed in the same business 14 years. He is known as a business man of integrity and progressive methods and is estimably regarded by his fellow townsmen.

KLEMM BROS.

Having a decided and firmly established reputation for the excellence of its products, and catering to discriminating and particular people, the bakery and confectionery manufacturing establishment of Klemm Bros., 17 Main street, is one of the most popular in this section and does a large and constantly increasing business. Wholesome and pure bread, delicious cake and pastry, hot rolls, etc., are leading features and wedding cake, confectionery and special delicacies for parties and social functions are furnished and made a specialty. Pure food supplies only are used and all goods manufactured under the most careful, correct and sanitary conditions. Large ovens are in operation with a capacity of 1,500 loaves daily, while 600 are baked and sold every day, and in addition an immense amount of cake and pastry.

Eight people are employed. Albert Klemm was born in Germany and was there educated. He has had 14 years' experience in the baker's art and has been employed in the leading bakeries of the large cities of Switzerland, Germany, England, France and the United States, and is an expert in every detail of the art. Carl Klemm was born in Germany and was there educated. He has had 12 years' experience. Both gentlemen are known as practical and expert exponents of the baker's art and are highly esteemed in all circles for their business integrity and patriotic citizenship.

S. H. WARE

Located at 24 Main street, the principal business neighborhood, spacious in area, modern in equipment, heavily stocked with high-grade goods and decidedly the largest and best patronized store of its kind in Peabody, is the grocery, bakery and provision house of S. H. Ware. The business was founded in a small way in 1897, and has grown to its present large proportions. Floor space of 5,100 square feet, one floor and basement, is occupied, and in addition several storehouses, and nine competent assistants are employed. Leading features are high-grade fancy groceries, foremost brands of flour, standard canned goods, table delicacies and bottled condiments of reliability, tidbits for the sick and convalescent, select teas and coffees, pure spices and breakfast foods and farm and dairy products. The meat and provision department embraces all that is desirable in fresh and cured meats, etc. A bakery is conducted in addition to the grocery business, where 500 loaves of bread are baked fresh daily and a large amount of cake and pastry. Handling immense quantities of goods and purchasing to the best advantage. Mr. Ware is enabled to meet all competition in a manner to meet the expectations of the most critical and closest buyers, and its reputation for systematic moderate prices and superiority of service is unrivalled. Mr. Ware was born in Winthrop, Mass., and was educated in Peabody. Previously he was in the milk business 10 years. Mr. Ware has succeeded in building up a large and constantly increasing business through energy, modern methods and fair dealing. He is known as a sagacious and capable business man.

PHILLIP E. REIDY

Catering with satisfaction to family and prescription trade, the drug store of Phillip E. Reidy, located at 11 Walnut street, has successfully met the demands of its patrons and constantly increased their numbers, earning at the same time a reputation for reliability of goods handled and trustworthiness in all transactions. The store is stocked with a full line of drugs and sundries, chemicals and proprietary medicines, cigars, etc. Prescriptions are carefully compounded, and two assistants are employed. The business was established in 1897, and a large and lucrative business has been built up during this period. Mr. Reidy was born in Boston and there educated in the public schools. He has had 25



PEABODY HIGH SCHOOL, E. B. BALCOMB, ARCHITECT

years' experience as a druggist and is known as careful and painstaking. Mr. Reidy is a citizen of estimable personality and is highly esteemed in all circles.

A. DANSEREAU

Established as recently as June first, 1909, the studio of A. Dansereau, at 3 Park street, has sprung into immediate popularity. Mr. Dansereau has every up-to-date convenience in reception and display rooms, and the most improved equipment for high-class work. Posing, printing and mounting are done with expert ability and experienced skill. A specialty is made of copying and enlarging. Mr. Dansereau was born in Burlington, Vt., and was educated in the public schools of Rutland. Previous to establishing this business he was in the same line of occupation at Revere Beach one year, and in Holyoke, Mass., three years, also at Mountain Park, Holyoke, four years and has had 12 years' experience. All work is done with painstaking thoroughness and every detail of photographic work performed by Mr. Dansereau with such thoroughness that in his short establishment he has built up a patronage that is not surpassed in this section. Mr. Dansereau is known as a business man of integrity and is highly esteemed in the town.

J. E. KEEFE

Established in 1869, and as at present in 1888, the grocery, meat and provision store of J. E. Keefe, located at 96 Walnut street, has long catered to the wants of the neighborhood as well as to patrons throughout Peabody, always giving satisfaction in reliable goods and consistent low prices. Special features are leading brands of canned goods, table delicacies and bottled condiments, farm and dairy products and prime cured and fresh meats. Three assistants are employed and floor space of 1,000 square feet is

occupied. Mr. Keefe was born in Peabody and was here educated in the public and high schools. Previous to becoming proprietor in 1888 he was employed here five years. Mr. Keefe has had 26 years' experience in the grocery business and is known as a business man of integrity and public spirit and is highly esteemed in all circles. He is a member of the K. of C., C. O. F. and F. of A.

H. B. BARRETT

Modern methods, finely equipped and notable in the handling of pure drugs and chemicals, the largely patronized pharmacy of H. B. Barrett, corner Central and Walnut streets, was established in 1907, and is classed among the leading drug stores of Peabody. Although established but two years, the business has had a substantial growth, and today is patronized by particular and discriminate people who seek reliability as well as moderate prices. The filling of physicians' prescriptions is a specialty. Toilet articles and preparations are kept in varied array, druggists' sundries in profusion and rubber goods for the sick room are also handled. A fine soda fountain is operated where all the popular drinks of the day are dispensed. Two assistants are employed. Mr. Barrett was born in Clinton, Mass., and was there educated in the public schools. He has had 17 years' experience and is considered a painstaking druggist and business man of integrity, highly esteemed in all circles. Mr. Barrett is a member of the Massachusetts Pharmaceutical Association, the Peabody Penny Aid Society and the F. O. E.

PYME & SMITH CO.

In all modern and extensive building operations the matter of plumbing, heating and ventilation is considered of the utmost importance and second to no other consideration. This is stated as an illustration of

the fact that the master plumber of today is an important factor in the advancement and growth of cities and towns. Such in Peabody is Pyme & Smith Co., with office and salesrooms at 21 Walnut street, and widely known as practical and expert plumbers and sheet metal workers. Scientific and sanitary plumbing, drainage and ventilation are carefully executed, the best of heating systems installed, sheet metal work of all kinds done, steam and gas piping and all other work of an allied nature. Stoves and ranges are also extensively dealt in and a specialty made of the Crawford range. Seven skilled hands are employed and three floors of 11,250 square feet occupied. H. S. Pyme was born in Kent County, N. B. and was educated in the public schools of Salem. Previous to 1904 he had 18 years' experience as a metal worker and journeyman plumber, being employed in this shop 12 years. He is a member of the Masons, I. O. O. F. and A. O. U. W. Alex. Smith was born in Nova Scotia and was there educated. He was previously employed here 12 years and has had 15 years' experience. Mr. Smith is a member of the F. O. E. John G. Burbeck was born in Peabody and was here educated in the public schools. He was admitted to partnership in 1904, and previously was employed in the business 14 years and for 10 years was engaged in the manufacture of soap in Peabody. He is a member of the Masons and I. O. O. F., American Mechanics, Sons of Veterans, Historical Society and B. of T. All members of the company are known as expert master mechanics and progressive business men, highly esteemed in all circles of the community.

A. P. AMES & CO.

In a community as large as Peabody, where there is a great deal of driving and teaming, and so many

residents of the town and suburbs own their teams, the grain and feed business is an important part of the commercial interest of the place. Prominent in this part of the business life of Peabody is the retail feed and grain store of A. P. Ames & Co. This extensive and widely known business house was established over 50 years ago, and as at present in 1904. Grain, feed, hay and straw are carried, and moderate prices are always charged. Help to the number of four is employed. A. P. Ames and W. B. Herrick, Jr., are proprietors. Both gentlemen were previously in the wholesale grain business in Boston, Mr. Herrick eight years and Mr. Ames 19 years. Mr. Herrick is a member of the Boston Chamber of Commerce. Both gentlemen are considered business men of integrity, with modern methods and progressive ideas, and have a high standing in all circles of the community.

D. P. GROSVENOR

The firmly established and thoroughly reliable pharmacy of D. P. Grosvenor, at 35 Main street, has catered to the demands of discriminating people of Peabody and vicinity for almost a half century, and constantly met all the requirements in the most satisfactory manner, gaining a reputation for proficiency of service unrivalled in the county. In addition to handling pure drugs and chemicals, the best of sick-room supplies, patent medicines, confectionery and rubber goods are extensively handled. A specialty is made of filling of physicians' prescriptions, pure ingredients only being used and moderate prices charged. Two people are employed. Mr. Grosvenor was born in Paxton, Mass., and was educated in the public schools of Salem. Previous to establishing this business in 1860, he was a drug clerk ten years, making in all 59 years' experience in the business, and is thoroughly versed in all the detail of the trade. Mr. Grosvenor is a member of the Masons, K. T., 32 degree, Royal Arcanum and was a trustee of the Peabody Institute six years. Mr. Grosvenor was clerk in this same store where Geo. Peabody was employed, in the early half of the 18th Century. As a merchant and citizen Mr. Grosvenor takes an interest in all that affects the welfare of the town and is esteemed proportionately.

JOS. DOMBROWSKI

Handling a high-grade line of staple and fancy groceries and building up a constantly increasing patronage, Jos. Dombrowski, at 142 Washington street, has been established four years. During the period following he has always borne a merited reputation for fair dealing with his patrons and has met competition in a satisfactory manner both as to goods and prices. Two people are employed and one team is kept in service for the prompt and accurate delivery of all orders. Mr. Dombrowski was born in the Father Land and was there educated. He was, previous to founding his present business, employed one year as a clerk in the grocery trade in Salem. Mr. Dombrowski is highly regarded in all circles of the community as a business man and patriotic citizen.



TOWN HOUSE, BUILT IN 1883

FRANCIS L. CONWAY

Established Sept. 12, 1896, the house of Francis L. Conway at 25 Foster street, undertakers and embalmers is one that reflects credit on the gentlemen concerned and the town which they represent. The professional duties of funeral directing and embalming are done with thorough and skilled attention and every arrangement for the care of the body and its final disposition is made with tactful ability and skill. All furnishings for obsequies are supplied by this house, which carries complete all the necessities and accessories for these solemn occasions, appropriate rolling stock also being owned and operated. Two people are employed. Francis L. Conway was born in Salem

and was there educated. He is a graduate of the Champion College of Embalming of Springfield. He is a member of the B. P. O. E., F. of A., M. C. O. F., Father Mathew's C. T. A. Society. Leonard F. Conway was born in Salem and was there educated and in the high school of Peabody. Mr. Conway was the youngest graduate registered embalmer of Massachusetts, of the Barnes School of Embalming of New York City, and of Professor A. Johnson Dodge, Embalmer of Boston. He is a member of the K. of C. of Peabody and St. John T. A. S., as public spirited and responsible citizens and business men none being better known or respected than the Messrs. Conway.

C. P. OSBORNE

With a reputation widely known throughout New England for the past 35 years as a manufacturer of split leather and innersoling, is C. P. Osborne, located at 100 Foster street. The factory comprises four floors of 6,000 square feet, and 12 skilled hands are employed. Although established 35 years, the present factory has been occupied but six years. The entire product of the house is disposed of through the Boston houses. Mr. Osborn was born in Danvers, now Peabody, and was here educated in the public schools. Mr. Osborne has had many years' experience in the leather industry, and is known as a business man of integrity and public spirit, highly esteemed in all circles, and is a member of the Masonic fraternity. Louis P. P. Osborne, the salesman, was born in Peabody and was educated in the public and high schools. He has been employed by his father since 1905 and

was previously employed by the A. C. Lawrence Leather Co., four years. Mr. Osborne is a member of the Masons and Now & Then Society of Salem, and is first sergeant of Co. A, Second Corp Cadets.

J. A. ROOME

The improvement in the manufacture and style of carriages and wagons is as marked as in almost any branch of business. J. A. Roome, proprietor of the Roome carriage works, is among the most enterprising carriage and wagon builders of Essex County, and is located at 36 Foster street. The premises occupied comprise three floors, 30x100 feet and is devoted to the making of carriages and wagons of all kinds, painting, trimming, etc., and in addition a large horse shoeing business is done. The business was established 40 years ago and bought out by Mr. Roome in 1884. Mr. Roome has, by his energy and enterprising business ability, succeeded

in building up a large business, Mr. Roome is a practical carriage builder and thoroughly understands every branch of the trade to which he devotes his personal supervision. Carriage painting, ironing and repairing in iron and wood work and jobbing of all kinds is promptly attended to and satisfaction guaranteed, and his reputation for first-class work is unexcelled. An extensive horse-shoeing business is also done. Six people are employed. Mr. Roome was born in Boston and educated in the public schools of Peabody. He was previous to buying this business employed here six years and has had 31 years' experience. Mr. Roome is known as a leading business man and is estimably regarded in all circles. He is a member of the I. O. O. F. and Red Men.

L. L. JACKSON

One of the neatest and best kept grocery and variety stores in Peabody is that of L. L. Jackson, located at 100 Washington street. Although only established in May, 1909, the store is meeting with popular favor and is making rapid strides in its growth in patronage. All kinds of fancy groceries are carried, including high-grade canned goods, bottled condiments and tid bits for jaded appetites, and in addition a large and select line of cigars, tobacco and confectionery are carried, while a specialty is made of fancy groceries. Mr. Jackson was born in Richmond, Maine, and was there educated in the public schools. Previous to founding the present business he was employed as salesman for a wholesale bakery in Lynn 10 years. Mr. Jackson is building up a lucrative patronage by the handling of high-grade goods sold at moderate prices and is estimably regarded in all sections of the community.

ALONZO RADDIN

Representing the most progressive phase of Peabody's mercantile life, is the boot and shoe store of Alonzo Raddin, located at 52 Main street, where its up-to-date facilities and long establishment have assisted in the foremost reputation and position that it holds. As a boot and shoe store, its standing is at once evident in the fact that it handles only high-class goods, including the Emerson and All America for gentlemen, Patrician and May Fair for ladies, the leading makes of similar priced shoes in the World. The store is easily the largest shoe store in Peabody, and stands among the largest in New England. Floor space of 6,400 square feet, one floor and basement, is occupied, and from four to eight courteous clerks employed. Mr. Raddin is a native of Peabody and was here educated in the public schools. He founded the business in 1894 and was previously a shoe manufacturer 15 years, turning out 500 pairs daily; so that, his judgment is far superior to most shoe dealers and giving the benefit of his long experience to patrons through high-grade goods, he has built up a large and lucrative patronage. Mr. Raddin is known as a business man of integrity and progressive methods, highly esteemed in all circles, and is a member of the Masons and I. O. O. F.



CIVIL WAR MONUMENT, ERECTED 1881
Old South Church. Fourth Edifice of First Church in Town, Built 1884

T. A. SWEENEY

Located at 83 Tremont street, and established in 1897, the grocery, meat and provision store of T. A. Sweeney has met the requirements of the neighborhood by the handling of high-grade goods, sold at moderate prices. Staple and fancy groceries are carried, including leading makes of flour, standard brands of canned goods, bottled goods and table delicacies and prime cured and fresh meats. Two assistants are employed and floor space 25x50 is utilized and in connection a barber shop is maintained. Mr. Sweeney also conducts a farm of six acres where he raises all sorts of

early garden truck and employs three people. Mr. Sweeney is a native of the town and was educated in the public schools. Previous to 1897, he was employed in the leather industry 16 years. Mr. Sweeney is a member of the A. O. H. and C. O. F. and is the present Chief Ranger, a member of the F. of A., F. O. E., Peabody Penny Aid Society and is a very active member of all these fraternal orders. Mr. Sweeney is considered one of Peabody's most progressive and enterprising business men and is highly esteemed in all circles for personal qualifications.

JOHN A. LORD

One of the oldest and most substantial of the tanning industries of the olden days, is that of John A. Lord, located on Hardy street and established in 1836 and as at present 30 years ago. The business of the house is the tanning of hides for grain leather and splits which are sold all over the United States; the capacity being 1,500 hides weekly and 40 skilled hands are employed. Although old in point of years establishment, the house is up-to-date in modern business transactions and improved machinery and facilities and the products have an unexcelled reputation for superiority and general excellence and are eagerly sought wherever known and used. Mr. Lord was born in Peabody and was educated in the public schools. He has had practically a lifetime of experience in the leather business and is known as an expert in every detail. Mr. Lord is one of Peabody's leading industrial men and is highly esteemed in all circles.

ESSEX TANNING CO., Inc.

Greatly augmenting the tanning industry and materially assisting in the industrial backbone of Peabody, is the Essex Tanning Co., located on Wallis street and running in numbers from 35 to 45. The company furnish employment to an industrious population every month in the year, and through its wage earners and salary disbursements has a considerable bearing on every phase of life in the community. The products of the company are chrome tanned grain and split leathers, a large part of the business being the manufacture of high-grade patent leather and ooze in blacks and colors which are sold all over the United States and Europe. These commodities have a high standard of excellence wherever introduced and the Essex Tanning Co.'s products are decidedly distinguishable in their beauty of finish and wearing qualities. Two large factories are occupied, the main factory comprising 87,500 square feet of floor space and five floors and two



PEABODY, MASS., FROM BUXTON'S HILL, LOOKING SOUTHEAST

ells of five floors each and a number two factory of four floors and 12,800 square feet and 100 hands are employed. Modern and progressive methods mark all business operations, all goods being shipped direct from the factories with the exception of what are sold from the New York

office. The officers of the company are H. L. Rice, president; W. T. Langmaid, treasurer and manager. Mr. Langmaid was born in Chichester, N. H., and was educated in the public schools of Salem, Mass. He has been in the tanning industry since 1883 and founded the present

business in 1902, being manager since its establishment. Mr. Langmaid is known as a leading industrial man and as a citizen is highly regarded. He is a member of the Now and Then Association of Salem and the A. O. U. W.

T. HENRY MILLEA

Established in 1897, and as at present Jan. 1, 1906, and having a merited reputation for high class goods, fair dealing and low prices, the grocery house of T. Henry Millea, 55 Foster street, meets all competition and constantly gains in popularity and patronage. Staple and fancy groceries of all kinds are carried, leading makes of flour, standard brands of canned goods, choice teas, coffees and spices, and farm and dairy products. A specialty is made of fancy groceries. Floor space of 1,200 square feet is occupied and two assistants are employed. Mr. Millea was born in Peabody and was here educated in the public and high schools. He is known as one of Peabody's leading and successful young business men, highly esteemed in all circles, and is a member of the K. of C.

GEO. CLERK

An important as well as diversified industry of Peabody is that conducted by Geo. Clerk, located on Foster street, and established in 1866. The products of the house are white and colored roans and skivers and are extensively consumed by shoe and novelty manufacturers. These goods have a wide reputation in the market for general excellence and superiority and are sold and shipped to all parts of the United States. Help to the number of 60 are employed and six buildings of three floors each are utilized. Mr. Clerk was born in England and was there educated. He was previously in the same business in New York City several years. Mr. Clerk is a member of the Masons and I. O. O. F. W. S. Clerk is general

manager of the business and F. K. Morland is superintendent. In the manufacture of their products they are considered experts and are enterprising and progressive business men estimably regarded in all circles.

GEO. W. LEE

A unique and diversified industry of Peabody, and the only one of its kind in New England, is that of Geo. W. Lee, rear of 50 Holten street, manufacturer of cork soles and leather in-soles. These products have a wide distinction throughout the United States and Canada and are sold to wholesale shoe houses. Their reputation for expert workmanship, high-grade material used and wearing qualities need no commendation at our hands, being in constant demand wherever introduced. A specialty is made of cork soles. The business was established 50 years ago, Mr. Lee, with a partner buying the business 32 years ago, and 12 years ago he became sole proprietor. Floor space of 12,000 square feet and three floors are utilized and 25 hands are employed. Mr. Lee was born in Salem and was educated in the public schools of Peabody. He was practically brought up in this industry, always being employed in this shop. Mr. Lee is known as a leading business man of Peabody and is highly esteemed for personal as well as industrial qualifications.

P. R. GILL

For 40 years P. R. Gill, located at 93 Foster street, has been known as a tanner of sheep skins in Peabody, and during this extended period he has gained a widespread reputation for

reliability of production and high grade material. Mr. Gill is an extensive manufacturer of sheep leathers in white and colored skins, which are sold and shipped throughout the entire United States, and which have an unexcelled reputation for high-class finish, skilled workmanship and durability. The plant consists of four buildings and 14 floors, and 50 workmen are employed. Mr. Gill was born in Ireland and was educated in Peabody and Salem. He founded the present industry in 1869, and has had in all 50 years' experience and is known as an expert in all branches of the trade. Mr. Gill is known as one of Peabody's oldest and most substantial manufacturers and citizens and is estimably regarded in all circles. He has been a Trustee of the J. B. Thomas Hospital since its foundation and considered for his charitable and personal disposition.

JAMES SHARRY

Conducting a cash grocery, meat and provision store, James Sharry, located at 161 Washington street, is able to quote the lowest prices on all goods handled and to meet competition in a manner satisfactory to his many patrons in high-grade goods. Everything in staple and fancy groceries is carried, including leading makes of flour, standard brands of canned goods, fancy crackers and biscuits, fresh vegetables and prime cured and fresh meats. Two people are employed and 1,000 square feet of floor space is occupied. The business was established in 1876, and moved to

the present fine location in 1899. Mr. Sharry was born in Ireland and was there educated and in Peabody. He has had 32 years' experience in the grocery business and has succeeded in building up a large and lucrative trade through honesty and fair dealing. Mr. Sharry is a member of the C. O. F. and A. O. U. W. and is highly esteemed in all circles as a business man and citizen.

A. H. WHIDDEN & SON

The mechanical skill ever characteristic of New England, finds nowhere more efficient expression than in the manufacturing centres of Massachusetts, and as a result the hardware trade bears an important relation to the industrial economy. The well-known corporation of A. H. Whidden & Son, 20 Main and 4 Mill street, wholesale and retail dealers in hardware, during recent years has come rapidly to the front as furnishing the most reliable goods and supplying a commendable amount of the best trade of this locality. The house was founded in 1874 and was incorporated as at present in 1902.



and its patronage has been increasing steadily from that time to this. Their stock includes a large assortment of farming implements, seeds, paints and oils, which for quality and price it will be hard to duplicate and which is abundantly worthy of inspection and custom. Their general hardware goods are equal in all respects to what they are claimed to be, and unite the characteristics of fine quality and durability to a most satisfactory extent. A specialty is made of tanners' supplies which are

sold and shipped throughout the entire United States and Canada, an extensive mail order business being conducted with promptness and accuracy. The concern are also jobbers for leather manufacturing supplies and agents for acids, chemicals, beltings, pulleys, etc. Help to the number of 14 are employed and seven floors and three large store houses occupied. The firm is officered by A. H. Whidden, president; H. F. Whidden, secretary and treasurer. President Whidden was born in Peabody

and was here educated in the public schools. Previously he was in the furniture business several years. He is a member of the Masons, H. F. Whidden was born in Salem and was educated in the public and high schools of Peabody. He was admitted to partnership in 1899. Mr. Whidden is a member of the Masons and is Trustee of the Peabody Institute. Both Messrs. Whidden rank among our most reliable and honored business men, highly regarded in all circles of the community.

J. M. LLOYD

A tanner of the third generation, and widely known for his proficiency as a tanner and finisher of skins, is J. M. Lloyd, at 16 Spring street, and established 27 years ago. The products consist of sheep linings which are known among leather dealers for their workmanship and durability. The capacity is 50 dozen skins daily and 14 people are employed and a factory of four floors is utilized. Mr. Lloyd was born in London, England, and was educated in Brooklyn, N. Y. He was practically brought up in the leather industry following his father and grandfather before him. Mr. Lloyd is a member of the I. O. O. F. and Red Men.

GEORGE & BARRY

With an experience of 35 years as a tanner of skins and establishing the present industry 15 years ago, Mr. Barry, of the house of George & Barry, located on Walnut street, has built up a large and constantly increasing business. The company are tanners and finishers of sheep skins in blacks and fancy colors, which have a high reputation for general excellence and superiority and are sold and shipped to shoe manufacturers throughout the United States. The plant is finely equipped with all necessary machinery for carrying on the industry and comprises three large factories of three and one-half floors each and 50 hands are employed. Mr. Barry was ed-

uated in the public schools of Peabody and a private school in Boston. Mr. Barry was formerly employed by Pemberton Bros., 20 years, and is known as an expert tanner, a business man of integrity and sagacity, and is highly esteemed in all circles. Mr. Barry is a member of the K. of C., A. O. H., A. O. U. W., St. John's Temperance Society. He was a trustee of the Peabody Institute and a past member of the town's finance committee, taking an interest in all that pertains to the welfare and progress of Peabody and its people. The officers of the company are R. J. Barry, president and treasurer; Thos. Doyle, vice-president; M. A. Sullivan, secretary.



PEABODY GARAGE CO.

The recent organization of the Peabody Garage Co., with garage at 53-55 Lowell street, is evidence of Peabody's up-to-dateness, for automobile patronage is becoming more and more exacting and the newest organizations are the most likely to meet the demands. The business was established May first, 1908, all attention being given to equipping the

garage in first-class manner and making it ready to give the best accommodations and conveniences, both for local and visiting tourists. All supplies are handled, so that a breakdown, repairing or overhauling, can be expeditiously done here, two skilled assistants being employed. The Maxwell, a road car that has been demonstrated especially serviceable, is sold here, and for easy running, low cost of maintenance and every day use, this car has been

found more practical than any other. Floor space of 2,997 square feet is utilized. Thos. Renzi was born in Italy and was there educated. Previously he was in the automobile and bicycle line eight years in Peabody. A. K. Poor was born in Danvers, and was there educated in the public schools and at the Institute of Technology, Boston. Both gentlemen are known as business men of integrity and progressive ideas, highly esteemed by all who know them.

N. H. POOR LEATHER CO.

The marvelous development of the shoe industry, with its consequent immensity of output, has in turn brought into being many various auxiliary enterprises of importance. Notable among them in Peabody is the manufacture and finishing of fancy sheep skins, goodyear insoling leather and split counters, by the N. H. Poor Leather Co., on Lowell street. Having a merited and firmly established reputation for excellence of workmanship, this widely known house transacts a large volume of business annually, its operations including all parts of the United States. Floor space of 42,000 square feet in the main building, six floors, a boiler and engine house and large detached houses detached from main factory, and several storehouses covering three quarters of an acre is utilized. The business was established 40 years ago and incorporated as at present since 1899 and is officered by Geo. H. Poor, president; Nathan H. Poor, treasurer; Chas. F. Poor, secretary; these gentlemen and Frank H. Sanger are directors. Treasurer Poor was born and educated in Peabody. Geo. H. and Chas. F. Poor were both born and educated in Peabody. Nathan H. Poor served as Representative to the Legislature in 1906, is a public spirited business man prominently identified in the welfare of the town. All members are business men of progressive ideas and are highly esteemed in all circles of the community.

G. H. FURBUSH & CO.

Although established in 1909, the former experience of G. H. Furbush

gave impetus and success to G. H. Furbush & Co., located on Hardy Court, manufacturers of high-grade goodyear welt innersoles for men's and women's shoes, and fancy cowhide grain leathers which are made specialties by this house. The manufacture of component parts forms an important auxiliary to the great shoe manufacturing industries of New England. As a basis of all shoes are the innersoles, their manufacture is a prominent feature of the business. The products of G. H. Furbush & Co., have a firmly established reputation in the market for reliability of service, flexible and wearing qualities and are unsurpassed in general excellence. The company make a specialty of high-grade goodyear welt innersoling and fancy cowhide grain leathers which are sold and shipped to all shoe centres of the United States. The plant comprises six floors of 40,000 square feet and 50 people are employed. The industry was established by G. H. Furbush in 1909, who previously was of the G. H. Furbush Co., of Stoneham, Mass. Mr. Furbush founded the G. H. Furbush Co. at Stoneham in 1900, later incorporating the business into a stock company, selling his interest late in 1908 and forming the present successful industry on Hardy Court, Peabody. His entire mercantile career has been devoted to this business, and he occupies a pronounced and honorable position in the manufacturing circles of the state. Mr. Furbush was born in Boston and was there educated. He has had 32 years' experience in this industry and is known as an expert in every detail.

H. E. STOCKWELL

For some 15 years the duties of undertaker and embalmer have been followed by H. E. Stockwell, with office and warerooms at the corner of Railroad avenue and Central street, and in that line he has gained a reputation for thoroughness and skill as well as for the tact and sympathy that are most appropriate in this profession. For the pursuance of this calling, there is no concern in the county with more adequate facilities or more complete equipment. Everything desirable in rolling stock is at hand, and an ambulance is owned by Mr. Stockwell, every detail in attending to the final disposition of the body is given dignified and skilled attention. Two people are employed. Mr. Stockwell was born in Grafton, Mass., and was educated in the public schools of Peabody. He is a graduate of the U. S. School of Embalming of New York City. Mr. Stockwell is a member of the Masons, K. T., Holten Lodge of I. O. O. F., Neaumkeag Encampment of Salem and Red Men of Peabody. He served the town on the Board of Health ten years, and is regarded as a representative citizen of Peabody as well as an eminent member of his profession.

JUSTIN FADER

Established with a partner in 1904 and buying the entire interests July 29th, the same year, Justin Fader, located at 94 Main street, has built up a large and lucrative baking business. The products are bread, cake and pastry of all kinds and are widely known as the highest grade of the baker's art, a special feature being all



PEABODY INSTITUTE LIBRARY, PEABODY, MASS.

home baking, which means using the highest quality of material and personally overseeing the mixing and baking. The baking and mixing rooms are scrupulously clean and neat and Mr. Fader takes great pride in

producing the highest quality of goods. The capacity is 600 loaves of bread daily and two people are employed. Mr. Fader was born in Marblehead and was there educated. He

has had 17 years' experience as a journeyman baker and is known as an expert. Mr. Fader is highly regarded as a business man and citizen and is a member of the N. E. O. P.



O'SHEA BUILDING

GEO. H. JACOBS

As the home for good clothing, the store of Geo. H. Jacobs, located in the O'Shea building, has had an unsurpassed reputation, since it was established in 1884, and its increasing transactions have testified to the sincerity of its dealings and the confidence and satisfaction people have in trading here. Mr. Jacobs handles makes of clothing that are authority on correct styles from the leading producers in the country of suits and garments that are the standard for fastidious dressers in quality, tailoring and proper fit, responding always to the most critical taste in dressing. Men's furnishings, hats, caps, trunks and bags, the most seasonable goods

and designs, are shown in lavish assortment. Floor space of 2,400 square feet, one floor and basement, is occupied and eight capable assistants are employed. In addition to the Peabody store, a large business is conducted in Beverly, under the firm name of Frazer, Durgin Co., employing 10 salesmen and occupying 2,700 square feet of floor space, and the Combination store at Caribou, Me., is under Mr. Jacobs' supervision, the entire buying capacity giving the concern the advantage over competitive clothing stores, allowing the sale of high-grade clothing at prices that defy competition. Mr. Jacobs was born in New York City and was educated in the public schools of

Peabody. Mr. Jacobs previously conducted stores in Lewiston, Livermore and Caribou, Me., and has had a wide and varied experience. He is known as a leading and enterprising business man, highly esteemed in all circles of the community and is a member of the I. O. O. F.

WARREN NATIONAL BANK

Among the live financial institutions of Essex County, to which the business men of Peabody can look with confidence and pride, is the Warren National Bank, located in a building of their own on Main street, and established as a National Bank November 19, 1864. It has passed through the various periods of de-



NEW O'SHEA BUILDING AND POST OFFICE

pression and stringency in the money market, with credit and usefulness unimpaired and stability unshaken, and its history has been an unbroken record of progress and prosperity. It has always been conducted on sound and conservative business principles and its management has ever been characterized by energy, sagacity and ability, and its condition today is highly gratifying to its officers, directors and stockholders, while all operations comprehended in legitimate banking are engaged in. The bank has every appliance and up-to-

date apparatus to insure against fire or burglary and safety deposit vaults are for rent. The capital stock is \$250,000; surplus and profits, \$108,304.80; deposits, \$784,330.36. Accounts of corporations, individuals and firms are solicited and foreign and American exchange is bought and sold. Drafts are issued available in all parts of the world, bills of exchange and letters of credit are procured. The officers are Lyman P. Osborn, president; C. S. Batchelder, cashier. Directors, Albert H. Poor, Benj. N. Moore, Wm. F. Sawyer,

George E. Spaulding, Richard Barry, Lyman P. Osborn, Thos. H. O'Shea Wm. F. Munroe, Joseph J. Thorndike. Mr. Batchelder was born in Salem and was educated in the public schools of Peabody. He has been associated with the bank since 1874 and was made cashier in 1905. All the officers of the bank are Peabody's leading and most solid business men, interested in all that tends toward the welfare of the town and its people.



PEABODY SQUARE, PEABODY, MASS., IN 1902

W. F. SAWYER

Carrying everything desirable and reliable in dry goods, fancy goods, notions and furnishings for ladies and gents, the spacious and largely patronized house of W. F. Sawyer, at 48 Main street, is numbered among the foremost similar concerns in the county. Special features of this finely equipped store include the carrying of dry and fancy goods, notions, ladies' and gents' furnishings, gloves, corsets, and a specialty is made of hosiery and underwear for both ladies and gents. Eight to 24 people are employed and floor space of 2,970 square feet is occupied. Mr. Sawyer was born in Danversport and was edu-

cated in the public schools of Reedsboro, Vt., and Melrose, Mass. Mr. Sawyer founded the business in 1861 and was a traveling salesman for a wholesale business throughout New England from 1865 to 1873. Mr. Sawyer is vice-president and a trustee and is a member of the investment committee of the Warren Five Cent Savings Bank, a director in the Warren National Bank, also in the Co-operative Bank. Mr. Sawyer is a member of the Masons and I. O. O. F. and is considered in commercial circles as one of the leading and most progressive business men and is held in high esteem in all circles of the community.

THE LEE PHARMACY

The old established, thoroughly reliable and largely patronized Lee Pharmacy, located in the Allen Block, Peabody Square, has an unrivalled reputation for excellence of goods carried, reliability of service and moderate prices. Special and decided features are pure drugs and chemicals, rubber goods and sick room supplies, family remedies of time-tested value and toilet articles, and the careful filling of prescriptions. The latter is a most important branch of the business, and in this service only pure and fresh drugs are used, while charges are consistent. Choice confectionery, cigars

and druggists' sundries are extensively handled, a fine up-to-date soda fountain operated, where all the popular temperance beverages are dispensed. Floor space of 3,200 square feet is occupied and the store is up-to-date in modern conveniences, fixtures and show cases. Four assistants are employed. H. J. Pushard was born in Dresden, Me., and was educated there in the public schools, and Lincoln Academy, Newcastle, and is a graduate of the Massachusetts College of Pharmacy. The business was established in 1882, and was bought out by Mr. Pushard July, 1907, who materially improved the service and increased the patronage. Mr. Pushard is known as a careful and painstaking druggist, highly esteemed in all circles and is a member of the Masons and I. O. O. F.

DENSTEN HAIR CO.

Political economists tell us that as civilization increases, waste decreases and the more wealthy a country is the smaller is the proportion of its products that are thrown away. That seems at first to be a contradictory statement, but is a statement of facts that is only another way of presenting the truth embodied in that familiar saying, "economy is wealth." The work done at the establishment carried on by the Densten Hair Co., is an illustration of what may be done in the way of utilizing waste material, and it is closely connected with Peabody's representative industry, for what might be a loss to the tanners in hair, is taken up largely by the Densten Hair Co., and goes through a scouring process, making it fit for uses for plaster, spinning upholstering cloth and felting, and is sold throughout the entire United States. Several buildings are necessary for the production of their goods, including a main factory of three floors and covering in area in this factory of 10,800 square feet, and as much more in the other several buildings, making in all 21,600 square feet of floor space and 40 skilled hands are employed. The officers of the company are Geo. Upton, president, Thos. A. Kelly, treasurer, John J. Densten, manager. Mr. Densten was born in New Jersey and was there educated. He took charge of the Densten Hair Co., in September, 1908, and was previously with the Illinois Leather Co., 12 years. Mr. Densten is estimably regarded in industrial and social circles and is a member of the Masonic Fraternity.

JOHN BOYLE MACHINE CO.

Established in 1884 and incorporated in 1899, the widely known and finely equipped machine works of the John Boyle Machine Co., have grown from a small beginning to its present large proportions, and stands today, among the largest similar concerns in New England. Manufacturing and repairing of machinery, steam fitting and engine repairing and contractors for transmission machinery, the company have built up a reputation for reliability and service unrivalled. The company make a specialty of gasoline engines and are manufacturers of shaving machinery, which is sold and shipped to tanners all over the entire United States. Machinist work of every description is executed in the most modern

and approved manner, and estimates are furnished upon application. The plant consists of 16,000 square feet and two floors, and 12 skilled machinists are employed. The officers of the company are A. B. Clark, Pres. John Boyle, Treas. and Mgr. Treas. Boyle was born in Beverly and was there educated in the public schools.

Previous to founding his present business he was with Edward Clement of Peabody, five years. Mr. Boyle is known as a proficient machinist and a business man of integrity, and is highly esteemed in all circles. He served the town on the water board and has been chairman of the body 12 years.



LEXINGTON MONUMENT, ERECTED IN 1835



BOWDITCH HOUSE

MURPHY COAL AND WOOD CO.

The widely known fuel supply house of the Murphy Coal and Wood Co., with office and yards at 79 Walnut street, was established 10 years ago, and has continuously maintained an excellent reputation for handling the best grades of anthracite and bituminous coal, superior hard and soft wood of all kinds, sold at the lowest

market quotations. In the purchase of coal and wood the careful buyer notes three things; quality, quantity and price, and in this regard the company prides itself on giving correct weight, clean products and prompt delivery. Sand, gravel and loam are extensively handled, also stone for building purposes and paving. Twelve assistants are employed. P. J. M.

phy was born in Salem and was educated in the public schools of Peabody. Mr. Murphy is known as one of Peabody's leading business men, highly regarded in business and social circles and is a member of the K. of C., A. O. H., F. of A., St. John's C. T. A., Father Matthews T. A. S and F. O. E. Mr. Murphy is interested in all public spirited movements and is serving his third year as selectman.

PEABODY HISTORICAL SOCIETY

The Peabody Historical Society was organized May, 1896, and incorporated August 15, 1896. The purpose of the society is to collect and preserve authenticated records and relics of the town of Peabody. Antiques of various description, revolutionary relics, grave stones, inscriptions, old pottery and present day curios. The society have on hand old bible records of Peabody and copies of old records of the town of Danvers, now Peabody. The Society also places tablets on historic houses and places of interest and have accomplished much in this direction. Through this society the following tablets have been placed—John Proctor, witchcraft martyr; Geo. Peabody birthplace and for the revolutionary soldiers who died at the battle of Lexington. The officers are Rev. Geo. W. Penniman, pres., J. K. Cole, and W. W. Woodman, vice pres., Mrs. Helen K. Robinson, recording secretary, Mrs. Elizabeth C. Osborn, corresponding sec., Lyman P. Osborn, treas., Miss Helen C. Allen, asst. treas., Mrs. Elizabeth C. Osborn, librarian, Miss Nettie M. Willy, asst. librarian, Miss Sarah S. Moore, chairman of hospitality committee.



George Peabody
1858.



Birthplace of Geo. Peabody, Feb. 18, 1795. Tablet placed by Historical Society, June 16, 1902.



BENJ. N. MOORE & SONS CO.

A unique industry among the leather manufacturers of Peabody, and with a reputation widely known for the excellence of its production is the leather business of Benj. N. Moore & Sons Co., located on Pierpont street. After a wide experience with several large leather houses in Lynn and Boston, Mr. Moore, about twenty years ago, started in business on his own account, and in November, 1906, the business was incorporated under the above name. They manufacture India tanned goat and sheep leathers which are sold to shoe manufacturers, bookbinders and novelty manufacturers throughout the entire world.

These skins are finished in black and fancy colors and a great many fancy grains. This concern is considered to have the largest variety of fancy leathers made by any firm anywhere in the leather business, and these are noted for their fine quality, originality and beautiful effects. Two factories are occupied and four floors each and basement. Offices and salesroom are at 95 South street, Boston, and they have agencies all over the United States and a number of foreign countries. Skilled workmen are employed throughout the factories and in fact many of the men have been with the firm ever since they first started in business, twenty years ago.

They are continuous operators and their factory is noted for steadiness of employment and its constant and steady run of business. During its whole course of twenty years the factory has been closed only on one occasion, when it closed down for one week for vacations, excepting of course for repairs. The officers of the company are Benjamin N. Moore, Pres., Fred N. Moore, Treas., and Geo. W. Price, Clerk. All the officers are well known as leading and influential business men of Peabody, interested in all that pertains to the welfare of the town and are highly esteemed in all circles.



BRONCO LEATHER CO.

Standing foremost among similar manufacturers and having a wide-spread reputation for reliability of production and the excellence of its products is the Bronco Leather Co., located at 111 Foster street and established in 1907. The company are manufacturers and finishers of high-grade leather in all colors for the shoe, bag and automobile leather trade and make a specialty of chrome sole and side leather, the products being sold all over the United States. This fast growing business was founded in 1907, employing four men and in the brief interval following have increased their business so that today 25 skilled hands are employed and occupy two buildings, comprising seven floors. W. H. Dunney was born in Peabody on the same site on which the factory now sits and was educated in the local public schools. Previous to founding this business he was a foreman in the leather department of the Manchester Wool & Leather Co., two years and has had 30 years' experience. Mr. Dunney served for several years as captain of the Salem Light Infantry, Mass. Nat. Guards. J. J. Madigan was born in Salem and was there educated. He was previously superintendent of the leather department of the Manchester Wool & Leather Co. 10 years. Mr.

Madigan has had practically a lifetime experience in the tanning of hides and is a member of the K. of C. Both gentlemen are considered ex-



W. H. DUNNEY, FOUNDER OF THE BUSINESS

perts at their trade and are known as enterprising and progressive business men highly esteemed in all circles.

E. C. FISHER CO.

It is said that tanning was begun within the limits of the present town of Peabody more than 270 years ago, as their special products are continued and always been the representative industry of Peabody it is not surprising that leather from this town

should have a national reputation. A concern that is succeeding admirably in maintaining that reputation, so far as their special products are concerned, is that of E. C. Fisher Co., whose factories are located at 96 Foster St. and at Lynn and Woburn, Mass. The products of the company



LYNN PLANT OF THE E. C. FISHER LEATHER CO.

are patent leather and matt sides and are widely known and sold all over the United States and Europe. A specialty is made of patent leather. Help to the number of 150 is employed. The two factories in Peabody consist of four floors each and are finely equipped, the company putting in new machinery this year when the local business was established. In August,

the increase in business demanded more adequate quarters and the company bought the Franklin Haddock Leather Co.'s plant in Lynn the above engraving showing this plant. The Boston office is located at 11 South street. The officers of the company are E. C. Fisher, Pres.; E. A. Fisher, Treas. and Mgr. Treasurer Fisher was born in Germany and was there edu-

cated. He was previously in the same business in Bethel, Vt., seven years and has had 15 years' experience. Mr. Fisher is known as an expert tanner and business man of sagacity and since locating in Peabody is highly regarded in all circles and a valuable addition to its industrial force.



BIRDSEYE VIEW OF THE A. B. CLARK CO. DANVERS PLANT

A. B. CLARK CO.

Important and widely known among the leather dealers of the United States, England and Germany, is the A. B. Clark Co., located on Union street, the business was founded 30 years ago, and was incorporated in 1900. The company is officered by A. B. Clark, President and Manager; Arthur J. Mulholland, Vice-President;

R. H. Gowing, Treasurer. The company are manufacturers of sheep leather of every description and chamoise. Some 500 dozen skins are tanned here daily and the leather produced has a high standard of merit on the market for its fine finish and wearing qualities. The plant consists of three factories of five floors, each containing 108,750 square feet, and are equipped with the latest and improved machinery for rapid production, and

150 hands are employed. In addition to the local factories, a factory of four floors is maintained at Bridgton, Me., and 50 hands are employed there. The business was founded by A. B. Clark, who is largely responsible for its present progress and success. Together with Mr. Clark, the officers are experienced tanners and business men of integrity, and are highly esteemed in both commercial and social circles.



INTERIOR OF J. W. TRASK & CO.'S STORE.



A SECTION OF THE MEAT DEPT. J. W. TRASK & CO.

**J. W. TRASK & CO.**

Established 70 years, the grocery and provision house of J. W. Trask & Co., on Main and Foster streets, in the new O'Shea building, has made rapid and successful development and is a striking example of enterprise and progressiveness, and given new impetus, under J. W. Trask & Co.'s management since 1896, is a modern fancy grocery house, scrupulously clean and the acme of perfection as to courteous treatment of all patrons and promptness in filling all orders with accuracy. Reliable goods at fair prices has been the rule of progress, complete lines of fancy and staple groceries, prime cured and fresh meats, being kept in fresh and desirable assortment, fine teas and coffees and creamery products. 14 capable assistants are employed and five teams kept for prompt delivery, and 3,000 square feet of floor space and basement is occupied. J. W. Trask was born in Peabody and was educated in the public schools. Previous to buying out his present business he was employed by his father, Warren Trask, eight years. Mr. Trask has had many years' experience in buying groceries, securing goods in large quantities and at low prices and gives the benefit of this experience to patrons of the store in low prices and high-grade goods. He is highly esteemed as a citizen and business man.

THOS. A. O'KEEFE

The manufacture of leather is a business requiring great skill and care and executive ability of no mean order on the part of those who are responsible for the result. People generally know little of these matters unless they are natives of such a place as Peabody, the site of vast leather interests. A manufacturer well versed in the leather trade here is Thos. A. O'Keefe, with well equipped factory rear of 96 Foster street, and established in 1905. The products of the house are calf, sheep and side leathers and a specialty is made of chrome tanned calf. Competition is met on all goods manufactured, both as to quality and price, the leather having an unexcelled reputation in the markets for their standard of material and fine finish, and are sold throughout the United States. The capacity of this tannery is 75 dozen skins and hides daily, and 30 to 50 skilled hands are employed, according to the demands of trade. Mr. O'Keefe was born and educated in Salem. He was practically brought up in the tanning trade, his father before him being a tanner. He is probably the youngest tanner in business in New England and is decidedly the youngest leather manufacturer in Essex County. His father was one of the first pig skin tanners in the United States, and the first to introduce pig skin tanning in Peabody. Previous to founding the present industry, he was superintendant of a tannery four years. Mr. O'Keefe is known for his capability as a tanner and is considered one of Peabody's coming young business men, highly esteemed in all circles, and is a member of the K. of C.



PEABODY SQUARE IN THE EARLY DAYS



PEABODY SQUARE IN 1848, PEABODY, MASS.

The Warren National Bank was named for Joseph Warren, whose picture is on its early banknotes, with that of the Square. The bank commenced business Aug. 15, 1832. The act of incorporation was signed by Gov. Levi Lincoln, March 3, 1832. On Dec. 17, 1846, the cashier was authorized "to procure a check for Banknotes." This is supposed to refer to the above picture.

A. C. LAWRENCE LEATHER CO.

The leading and largest tannery in New England and a thoroughly representative industrial establishment of Peabody is the A. C. Lawrence Leather Co., and it carries the name of the town to all civilized quarters of the globe, through the marketing of its products. In fact, it is a village in itself, with its army of 1,500 workers, 24 immense buildings covering 24½ acres of floor space. The business of the company is the manufacture of various leathers from cowhides and sheepskins, the capacity being the enormous amount of 3,400 hides and skins daily. Patent calf and upper leather for shoes of every description is manufactured, as is also novelty and glove leather, these goods all being sold through the Boston office of the A. C. Lawrence Leather Co., at 95 South street. The superintend-

ing of this great plant is under Mr. Budgell's executive ability and he has been employed here for 28 years. Mr. Budgell holds the respect and esteem of his fellow workers and citizens, and is known for his industrial and public spirited disposition.

A. L. KRAUS' CO.

One of the largest chrome tanneries in Essex County is the A. L. Kraus Co., with finely equipped factories located on Wallis street and established in 1908. The company are tanners of hides of every description and make a specialty of chrome tanned calf skins. Some idea of the business transacted may be had when it is known that the main factory comprises five immense floors and an ell of the same number of floors, a shipping house of four floors, a beam house 250 feet in length, a large boiler

house containing a boiler of 125 H. P., and an engine of 80 H. P. capacity. In addition is a 50 H. P. electric motor and the company make their own electric lights. The capacity of the production of the house is 3,600 hides daily, and since its establishment the business has been doubled, the company now employing 150 hands. The store houses are piled high with bales of foreign and domestic hides, representing thousands of dollars. The products of the house are widely known for their excellence of quality in tanning, fine finish and wearing qualities and are sold and shipped to shoe manufacturers throughout the entire United States and Europe. The officers of the company are A. L. Kraus, president; Thos. B. Carroll, treasurer; Herman Kraus, superintendent. President Kraus was born in Peabody and was here educated. He was formerly



FACTORIES OF A. L. KRAUS CO.

in the same business with his father, Herman Kraus, who was widely known as an expert tanner and business man of sagacity, and maintained a tanning business in Peabody for 30 years. Treasurer Carroll is also a native of Peabody and was here edu-

cated in the public schools. He previously had charge of the shipping department of the A. B. Clark tanning Co. eight years. Mr. Carroll is a member of the A. O. U. Herman Kraus, superintendent, was born and educated in Peabody, and previous to

taking charge here was with his father several years. All members are known as business men of integrity and sagacity and are thorough masters of the tanning trade, while as citizens of Peabody they are estimably regarded in all circles.



PAROCHIAL RESIDENCE AND CATHOLIC CHURCH

NATIONAL CALFSKIN CO.

Having an extensive bearing on the industrial and mercantile progress of Peabody and as its name implies having an International reputation for its high-grade production is the National Calfskin Co., located on Webster street, and established in 1899. Some idea of the volume of business transacted may best be had in figures, the company's capacity being 800 dozens of skins daily; 650 skilled hands are employed; 32 buildings are occupied, five of them containing seven floors each, a carpenter and

machine shop and an extensive beam house equipped with up-to-date machinery and apparatus for conducting its extensive business. The products of the house are chrome tanned calfskins and ooze leathers which have a distinct individuality over similar productions and are sold through the Boston office of the A. C. Lawrence Leather Co., the selling agents, at 95 South street all over the United States, Europe, Australia, Manila, and to such distant points as Japan. A specialty is made of ooze calf and its reputation for general excellence and

superiority is unexcelled by any other ooze leather manufacturer while the closest competition is met on all goods manufactured. Chas. P. Kelley, manager, has had 18 years' experience in the largest tanning houses of New England, and has filled his present responsible position for three years. He is known as an expert in the tanning trade and is highly esteemed as an industrial man and for personal characteristics. Branch stores are maintained in New York City, Cincinnati and St. Louis.



ST. PAUL'S EPISCOPAL CHURCH AND PARISH HOUSE.



ELM STREET AND GATEWAY OF MONUMENTAL CEMETERY, PEABODY, MASS
Great Elm Transplanted 1785 By John Bushby.



PEABODY FROM METHODIST CHURCH, 1906



RESIDENCE OF WALTER B. OSBORN.



PEABODY INSTITUTE

DANVERS was incorporated in 1757, but its existence as a community may be said to have begun about 118 years before that date, for it was on the 31st of December, 1638, that it was "agreed and voted that there should be a village granted to Mr. Phillips and his company, upon such conditions as the seven men appointed for the town affairs should agree."

The first settlement within the present limits of the town was made in 1633, but no attempt at an organized settlement was made before 1635, and three years elapsed before that was so far advanced as to be considered worthy of being looked upon as a separate village. It was at this place (then and for years after known as Salem Village) that first appeared that fearful spectre in New England history known as the witchcraft delusion. It is even more generally known as "Salem Witchcraft," so that very few, excepting those who have made a study of the subject, realize that Danvers had any connection with it, and yet it had its inception here, in the family of a minister who resided in what is now called Danvers Centre. It was early in 1692 that the witchcraft trouble began, and its continuance was as brief as it was violent, for hardly a year passed before the people perceived and repented of their folly and discharged the many who were awaiting trial on the charge of having dealings with and acting as agents for the devil.

The first decided movement towards

securing a division from the present town was made in 1672, when the General Court granted the residents of Salem Village permission to build a church and maintain a minister, and exonerated them from contributing to the ministers of Salem as soon as one was settled among them.

But though the residents of Salem Village were saved the time and trouble of journeying to Salem to attend divine worship, they became more and more dissatisfied every year and earnestly sought for separation; not only because they were far from the town house and from the schools, but also because the difference in the character and the occupations of the residents of the two sections of the town steadily increased and consequently it became more difficult for them to agree on questions of public policy.

All the more prominent of those living in the First or Harbor Parish were merchants and traders, while the residents of the Middle Parish and Salem Village were farmers; hence it is not surprising that there were many dissensions in the town, especially as those living in those parts of it which are now Danvers and Peabody were much poorer than the Salem merchants. Finally, in 1752, the General Court decided that—

"Whereas the town of Salem is very large, and the inhabitants of the middle parishes so called live at a great distance from the first parish in Salem, where the publick affairs are transacted, also from the grammar

school in the first parish, and whereas the inhabitants of the First Parish are merchants, traders and mechanics, and those of the middle parishes chiefly husbandmen, from whence many disputes have arisen.

"Be it enacted that that portion of the town of Salem which now constitutes the village and middle parishes be erected into a separate and distinct district by the name of Danvers."

The act of incorporation as a town was passed about five years later, it being dated June 16, 1757.

Just why the name Danvers was chosen has never been definitely determined, but some historians account for it by the supposition that the farmers of Salem Village came from the estate of a noble English family bearing that name; others think that the town was named in honor of Sir Danvers Osborne, governor of New York in 1753.

However this may be, the town of Danvers became well and honorably known by the reason of its action preceding and during the Revolution, for the townspeople showed themselves to be as bold and persevering in protecting the rights and privileges of the country as they had in asserting their own rights as residents of an inharmoonious town. The passage of the Stamp Act, in 1765, caused the townspeople to give their representative in the General Court very earnest and clear instructions to remonstrate against unjust taxation and to refuse to vote in favor of any acts "that shall imply a willingness on ye part of his



PUTNAM HOUSE

constituents to submit to any internal taxes not levied by ye General Court, as authorized under the provisional charter." And finally they instructed him "to favor ye raising of men and money to defend his majesty's loyal subjects' rights and privileges," thus showing their determination to maintain their rights and liberties at whatever cost. But the patriotism and courage of the men of Danvers were most clearly shown by their action when the news of the battle of Lexington reached them. Captain Gideon Foster, who was in command of a Danvers company, summoned his men the moment the alarm was received and, receiving permission from the commander of the regiment to start in advance, the company left the town at 9 o'clock in the morning of April 19, 1775. They must have marched "double quick step," for they reached West Cambridge, now Arlington, at 1 P. M., or, in other words, marched sixteen miles in four hours. Soon after they had taken their place in a walled space protected in front by a barricade of shingles the British appeared on the retreat to Boston, and so far outnumbered the little band of patriots that annihilation seemed almost certain. But a gallant fight was made, and although the Danvers men were surrounded by the foe they cut their way through the ranks of the regulars and so escaped both destruction and capture. As it was, seven were killed, one was taken to Boston as a prisoner, and one, after surrendering himself, was shot twelve times in the body and left for dead, but finally recovered. At the corner of Washington and Main streets, in what is now Peabody, is a monument that was erected by the citizens of Danvers, in 1835, in memory of and to mark the point of departure of the minute men. It is 22 feet high, 7 feet square at the base, and was erected at the cost of about \$1,000. There is nothing "fancy" or handsome about it, but it could not be more appropriate even if it had been designed by the most eminent sculptor, for it is massive and enduring in appearance, is composed of Danvers granite, and has that strength and simplicity that were such promi-

nent characteristics of the men it commemorates.

But a much more elaborate monument, and one that was as well deserved as that erected in honor of the minute men, is that which was erected in 1870 in honor of those who died in defense of their country during the war of the Rebellion. It is of Hallowell granite, 33 feet in height and eight feet square at the base, and cost about \$7,000. This is one of the most unpretentious and yet one of the best designed soldiers' monuments in the State, and it is fitting that Danvers should have so honored those who



BENJAMIN PUTNAM HOUSE

represented her on the field of battle, for about 800 soldiers were furnished, or 120 more than the number required.

And now that we have touched upon the Danvers of the past, let us briefly consider the Danvers of the present. The Danvers of the past was essentially a farming town; the Danvers of the present is a manufacturing town and trade centre, although farming is still largely carried on within its limits. By the setting off of South Danvers, which was incorporated as Peabody in 1855, the area of the town was greatly reduced, and nearly all of the establishments devoted to what was then its principal industry—leather manufacturing—were placed beyond its limits; but new industries have been substituted and Danvers has long been known as a shoe manufacturing centre. The oldest industry in town is that of iron manufacturing, for that was begun at Danversport in "good old Colony times," and has been continued ever since. Farming and leather manufacturing rank next in point of age, and shoe manufacturing



JUDGE HOLTEN HOUSE

is also an old industry, for it was begun here at so early a period in this century that the war of 1812 seriously interfered with it, as it was found necessary to send the product out by teams instead of coasting vessels. Of course the methods of manufacture in those days were very crude as compared with those of today, but Danvers has always kept fully up to the times in the shoe industry and today has some of the best equipped factories in the State. Carpet manufacturing was begun in 1844, at Tapleville, and although the factory was burnt the next year the industry was resumed and Danvers carpets have long been known as second to none in the class they represent. The same may be said of Danvers brick, the quality of these being so uniformly good that they were taken by the National Government as the standard by which other brick were to be judged. Danvers brick are acknowledged by builders and architects to be equal to any made in New England, and the demand for them is such as to necessitate the production of about five millions per annum, about one-fifth of which are front or face brick. There are many other industries carried on in Danvers, including manufacture of boxes, builders' finish, canned goods, carriages, rubber goods, neckwear, electric lamps renewed and other commodities; and there are large shipments of vegetables, fruits, flowers, shrubs and plants from this town, as market gardening and floriculture are extensively carried on here.

The transportation facilities are excellent, the town being crossed by two railroads and there being nine railway stations within its limits. At Danversport are six wharves, used principally for the receiving and shipping of coal, cement, iron, rubber goods and lumber. The street railway service is comprehensive and efficient electric cars being run to all parts of the town and prompt communication being had with Lynn, Peabody, Salem, Beverly, Swampscot, Marblehead, Wrentham and also with all the cities and towns from Lynn to Boston.

There are half-a-dozen villages within the limits of the town, including Danvers Plains, or Danvers as it is generally called, Danversport, Tapleville, East Danvers, Danvers Centre and Putnamville.

There are five post-offices in town—Danvers, Danvers Centre, Danversport, Tapleville and Danvers Asylum—the latter being for the accommodation of the State Insane Asylum, which is the largest building in Essex County and one of the largest in all New England. It occupies a most prominent position, being on the summit of Hathorne Hill, about 260 feet above sea level, and can be seen from all the cities and towns for miles around. The grounds have



FIRST SHOE FACTORY

an area of about 200 acres, and some idea of the magnitude of the asylum may be gained from the fact that, although there are but few buildings and these are placed near together, the two buildings most remote from each other are more than a fifth of a mile apart, it being 1,180 feet from the end of one to the end of the other. An enormous amount has been expended for the erection and equipment of this vast asylum, and the cost of its maintenance is tremendous, for of course it accommodates hundreds of patients, and it is said that the average expense per patient approximates \$3,000 per annum. The asylum is far away from the industrial and trade sections of Danvers and is so located and arranged that it may be said to be an ideal insane hospital so far as healthfulness, quietude, purity of air, beauty of view and perfection of equipment are concerned. It is to the establishment of this asylum that the perfection of Danvers' water service is largely due, for the elaborate and efficient water works that supply Danvers were constructed at the expense of both the state and the town, as the state authorities recognized the necessity of providing a first-class water service for the asylum and decided that the best results could be obtained by securing the co-operation of Danvers.

Danvers has an excellent fire department, including nine hose companies and one hook and ladder company; and there is an electric fire alarm and a comprehensive hydrant system, so that alarms can be quickly given and promptly responded to; many powerful streams thrown upon any building and even a well kindled fire in an inflammable building can be extinguished with "neatness and despatch." The principal factories are well equipped with fire-fighting apparatus, and the loss from fire in Danvers was very small when compared with that of other manufacturing towns of equal importance.

Lack of space forbids our going into detail concerning the schools and churches of the town, but even if such were not the case it would hardly be advisable to give detailed description of them as they certainly need no eulogy from us or from anybody else,

they having long held a leading position among similar institutions in New England towns.

Closely connected with the educational system is the Peabody Institute, a very prominent feature of which is a library which is free to the public. This institute was established about thirty years ago, but now occupies a building erected in 1892, which is a beautiful example of modern "Colonial" architecture. It stands back from the street, surrounded by spacious and beautiful grounds, and is one of the most attractive features of a town which is visited by thousands on account of its great natural beauty and many points of historic interest. In Danvers is the house in which General Putnam or "old Put," of Revolutionary fame was born, and there are several more houses here that are of

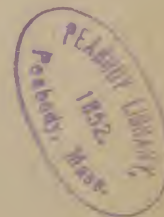
historic interest, notably one of which it is said that "the lady of the house" used to go up on the roof to drink her tea because her husband had declared that no tea should be drank under his roof. Another interesting relic of bygone days is the Endicott pear tree, which is supposed to be the oldest cultivated fruit tree in New England, it having furnished fruit to the first governor of the Massachusetts Bay Colony.

But although Danvers is a historic town its claim to attention by no means rests upon what has been done in the past but rather upon what is being done at present, for this is a thoroughly live manufacturing town and is not a bit behind the times in any of the features which go to make up a modern industrial, business and residential centre. Electric lights, gas lights, an abundant supply of pure water, excellent schools and library;



CATHOLIC CHURCH

broad, well shaded and finely kept streets, illuminated by arc lights; concrete side-walks, many stores containing all kinds of goods that are sold at city prices, pure air, excellent drainage, a beautiful and healthful location, an efficient fire department, a comprehensive steam railroad service and a first-class street railway service—these are some of the characteristics of the present Danvers, and it goes without saying that it is an excellent town to live in and to do business in. Its growth has been steady and healthful—that is, no spasmodic gains followed by equally spasmodic losses have been made, for no attempt has been made to boom the town and hence it has steadily pursued the even tenor of its way and based its advancement upon the solid foundation of positive merit.



MERCANTILE AND INDUSTRIAL



MAPLE STREET

WM. LEVY & SON

The sometimes held theory that the public can be successfully numbugged, is not substantiated by the progress of business houses in Danvers, the foremost concerns here being noted for their square dealings and honest methods. The oldest shoe store of Danvers, Wm. Levy & Son, 12 Maple street, is then, proof of the merit of upright transactions and trustworthiness. Established 35 years ago and as at present 15 years, the facilities and capacity of the business have been greatly extended and the patronage greatly increased. Today it compares favorably with any modern shoe store in stock, service and prices. Long rows of neatly boxed shoes comprise the best and most durable makes of footwear that are known on the market, and a specialty is made of the Herrick and Queen Quality shoes for ladies, the Curtis, Just Wright, All America and Barry shoes for gentlemen. Three people are employed and floor space of 1,200 square feet is utilized. Edward H. Levy was born in Danvers and was here educated in the public schools. He was, previous to becoming proprietor in 1894, a shoe maker several years, so that he is as familiar with the making and buying of shoes as with their sale. Mr. Levy is known as one of Danvers' substantial business men and citizens and is highly esteemed in all circles.

W. J. WALKER & CO.

Standing among the foremost of similar concerns in this section, alert and up-to-date in stock and methods, the hardware, paint, bicycle and motor-cycle store of W. J. Walker & Co., 61 Maple street, compares favorably with the largest of similar stores, and successfully competes with them in extensive stock carried and reasonable prices quoted. Every line of hardware, builders' tools and materials are carried, paints and oils of various makes and standard grades, farming tools, etc., and fancy hardware in modern inventions. New and second-hand bicycles and motor-cycles are extensively dealt in and a specialty made of repair work of all kinds and the handling of supplies. The store, adequate for the large stock, embraces 4,000 square feet and two floors and three efficient assistants are employed. Mr. Walker was born in Kings county, N. S., and was there educated. Previous to founding the present business, Sept. 1, 1907, he was in the bicycle business in Wakefield, Mass., five years. Mr. Walker's upright principles and integrity are widely known and he is highly esteemed in all circles as a business man and citizen.

S. FRANK POTTER

Continued prosperity and the constantly gaining patronage of the S. Frank Potter dining and lunch room,

48 Maple street is proof sufficient of its merits for rapidity of service, excellence of cooking and moderate prices, there is no better place in Essex county, either for a quick lunch or a substantial meal. Some 200 people eat here daily, a fact that speaks louder than any words of praise. Cigars and tobacco are kept and ice cream is served here. This business was established 15 years ago, and bought out by S. Frank Potter in January, 1909, who has successfully conducted it since, and to the general satisfaction of all patrons. Three competent assistants are employed. Mr. Potter was born in Marblehead and was educated at Phillips and Andover Academies. Previously he was foreman 4 years in a Morocco business and was a manufacturer 1 year. Mr. Potter personally superintends the restaurant and insists upon courteous and satisfactory treatment of all guests. Mr. Potter is held in high esteem as a business man and citizen.

CASKIN & O'CONNELL

One of the old established business men whose career has long been identified with Danvers' development, is F. H. Caskin, of the business house of Caskin & O'Connell, 41 Maple street, plumbers and dealers in stoves, ranges, kitchen utensils, etc. Mr. Caskin has been in business since 1873, and is not only thoroughly versed in his industry, but has a reputation for honesty and straightforwardness that gives him the confidence of many patrons. Plumbing, heating and ventilation are scientifically done, tin and sheet metal work of all kinds are also attended to with promptness and reasonable prices. A few of the buildings where work of this nature has been successfully accomplished, is the plumbing of the St. John College, the plumbing and heating of the Berry Tavern, the plumbing of the Danvers Centre school, heating of Dale & Ross block, that of Caskin & O'Connell and several others too numerous to mention. The store is headquarters for the famous and reliable McGee, Walker & Pratt and Crawford furnaces, and stoves, ranges and kitchen utensils are extensively handled. From six to ten assistants are employed, and 4,000 square feet of floor space and two floors occupied, and adapted for warehouse in the rear. Much Caskin was born in Lowell and was educated in Danvers. He takes an interest in the town's affairs and all that is for the best interests of Danvers and its people. Mr. Caskin is serving his second year as electric light commissioner and has served on the school



TOWN HALL

board seven years and on the board of health one year. He was a member of the committee that installed the municipal electric light plant and was a member of the investigating committee of 1907 and a delegate to the Democratic National Convention at Denver in 1908. Mr. Caskin is known as a leading citizen and business man of sagacity and is highly esteemed in all circles.

REYDON MFG. CO. W. H. Reynolds, Prop.

Greatly augmenting Danvers' diversified industries and carrying its name throughout the New England and middle states, the Reydon Manufacturing Co. is noted not only for the volume of business transacted, but by the superiority of its productions, which are famous in the eastern states. The company manufacture handkerchiefs and ladies' and misses' knit underwear, and has an unsurpassed reputation for the quantity, workmanship and design of all its wearables, to which its name is attached. The business was established in 1906 and has had a constantly increasing demand for the goods manufactured, all of the commodities being made specialties by this company. The most modern methods are operated and in competitive markets the house has a recognized standing for high-grade goods and reasonable prices. Floor space of 4,000 square feet is utilized and 50 hands are employed, while the factory is equipped with the most modern and improved machinery for carrying on the industry. Mr. Reynolds is ably assisted by Miss S. C. Reynolds, forelady and Harriet S. Kerwin assistant forelady. W. H. Reynolds, proprietor, was born in Danvers and was here educated in the public schools. Previous to founding his present business he was connected with the Wheeler & Wilson Mfg. Co., 25 years. Mr. Reynolds is known as one of Danvers' foremost industrial men and citizens and is highly esteemed in all circles of the community, and is a member of the A. O. U. W.

THE STANDARD CRAYON MFG. CO.

As an industrial concern of the first rank, The Standard Crayon Manufacturing Co., on Putnam street, is not only a unique and leading industry of Danvers, but through its exclusive production of crayons has an unsurpassed reputation, standing not only at the head of similar producers in the United States, but is numbered among the largest in the world, its wide fame in the four corners of the globe, bringing a reflected credit to the town, where its operations are conducted. The company are manufacturers of crayons of every description and color, including that for artists, schools, cotton and woolen mills, marking crayons for the lumber trade, chalk of all kinds including that for carpenters, and wax crayons. A specialty is made of Crest Light crayons for drawing purposes which have a high reputation on the market for its cleanliness and durability, and is put up in neat packages of 12 distinct shades. Some knowledge of the business transacted may be had when it is known that 100 different styles of packages are put up, and the Falcon brand of crayons consists of 28 shades in colors. 1,200 square feet of floor space is utilized on three floors and directly and indirectly employing 50 to 75 hands. The company also maintain their own printing plant and manufacture their own boxes. The business was originally established in a kitchen in Lynn, employing one man and his wife and through enterprise, energy and meritorious goods, has been built up to its present large proportions, the company today being the largest wax crayon manufacturers in the United States and the second largest chalk maker. J. F. Hoyt was born in Lynn and was there educated and at Colby Academy, New London, New Hampshire. Mr. Hoyt has had 14 years' experience in this business and has been a partner since 1895 and the industry was founded in 1891. H. N. Comey was born in Hopkinton, Mass., and was there educated, and at Phillips Academy, Exeter. He was admitted

to partnership in 1904 and was previously with Smith & Dove of Andover 10 years. Mr. Comey enlisted in the northern army in May, 1861, and was honorably discharged July 21, 1865. He enlisted as a private and was discharged with the rank of Captain. Captain Comey is a member of the G. A. R. and Loyal Legion of Boston. He served the town of Hopkinton one term as assessor of taxes. Both gentlemen are known as enterprising and progressive business men and manufacturers, highly esteemed in all circles of the community.

PIERCE & MONTROSE

The progress which has been made in recent years in the department of sign, carriage and automobile painting, is a most gratifying evidence of an advance in public taste and refinement, as well as in the skill and technique of the artists. The well-known house of Pierce & Montrose, 10 School street, has by the thorough beauty and excellence of the work, and moderation of the terms, gained an extensive and highly creditable reputation since its establishment in May, 1909. Carriage painting of every description is promptly executed in an artistic manner, with satisfaction guaranteed, and a specialty is made of automobile painting. Four experienced assistants are regularly employed, and the greatest confidence can always be placed in the fine workmanship and honorable dealings of the firm. H. F. Pierce was born in Kingston, N. H., and was educated in the public schools of Amesbury, Mass. Previous to establishing the present business he was foreman for Pike & Whipple of Peabody four years and in Providence, R. I. four years. He has had 39 years' experience and for 30 years has had charge of various shops. Mr. Pierce is known as an expert master painter and is a member of the A. O. U. W. W. V. Montrose was born in Kingston, N. H., and was educated there and in the public schools of Lynn. He has had 15 years' experience and is a member of the K. of P.

and I. O. O. F. Both gentlemen are considered foremost in the carriage painting business and are highly esteemed in all circles.



GEO. M. MORSE

When it comes to painting and decorating in the highest style of the art, Mr. Geo. M. Morse, 95 Maple street, is perfectly at home. The work he does is not only satisfactory, but the admiration of all who are capable of judging. Furthermore, reliable materials only are used, such as will stand the ravages of time. Contracting, painting, decorating and sign work are promptly executed and first-class painters are employed. The business was established in 1889 and steadily grown to its present large proportions. Mr. Morse was born in Essex and educated in Beverly. Mr. Morse has had 23 years' experience in this business and is a member of I. O. O. F., Masons, K. of P., Fireman's Relief Association, is a member of the fire department and has been for the past five years and is not only popular with his associates and employes but with all who enjoy his acquaintance.



BOSTON INCANDESCENT LAMP CO.

An important industry of Essex County, and decidedly a chief industry of Danvers, is the manufacture of renewed incandescent lamps, and the leading concern engaged in this pursuit, in this section is the Boston Incandescent Lamp Co., at 128 Maple street; a branch of the great National Electric Lamp Co. of Cleveland, Ohio, who operate 22 factories throughout the country and furnish employment to several thousand hands. The local factory is one of the best equipped of its kind in the United States and comprises two floors of 12,000 square



DIRIGO CREAMERY PLANT AT BEVERLY

THE DIRIGO CREAMERY CO.

Standing foremost among the leading creameries of New England, is the Dirigo Creamery Co., with finely equipped plant located on Park street, Beverly, and retail store at 26 Maple St., Danvers. The company are bottlers of Maine cream and extensive manufacturers of ice cream, which is sold at wholesale throughout Essex county, and includes ice cream, frozen puddings, sherbets, ices, cream, etc. Lodges, societies and families are promptly supplied and a specialty is made of individual bricks and fresh cream in jars. At the local store a

select line of cake and confectionery is carried and a special feature is made of catering. From two to four people are employed and floor space of 2,800 square feet and two floors occupied. H. S. Emerson, manager and partner, was born in Hampden, Me., and was there educated in the public schools. He has been manager of this store for five years and has had 17 years experience in the creamery business in Mass. Mr. Emerson is considered one of Danvers' leading business men, highly esteemed for his business integrity and public spirit and is a member of the I. O. O. F.

feet and 50 skilled hands are employed and the capacity number of lamps daily is 4,000. The products have an established reputation in the market for high-class workmanship and reliability of material used and are shipped all over the United States. Modern methods and advanced ideas mark all business operations, the constant increase in business since it was founded in 1905, being evidence of these facts. The company is officered by Chas. E. Pierce, president; E. F. Strong, treasurer and manager; Fred E. Wilkins, superintendent. Mr. Strong is a resident of Danvers and was born in Colchester, Conn., and educated there in the public schools and at the Massachusetts Institute of Technology. Mr. Strong was made manager of this company in 1906, and treasurer and manager in 1909. He was previously with the Eagle Lamp Co. of Middleton, one year, its president and manager since 1906, and was previously treasurer of the company. The Eagle Lamp Co. is under the supervision of the National Electric Lamp Co., although its business transactions are entirely separate and distinct. Mr. Wilkins has been with the National Electric Lamp Co., for 20 years and has complete supervision of the manufacturing at the local plant. Mr. Strong is a recognized authority on renewed lamps and is responsible in all his dealings, enterprising and progressive in business methods and is estimably regarded industrially and personally.

F. A. BUTLER

Under the able and energetic management of F. A. Butler the past five years, this old established bicycle

house at 50 Maple street, has had a new lease of life and the enterprising and up-to-date methods in vogue have brought a constantly increasing patronage. The business was established 10 years ago as a bicycle concern, and Mr. Butler founded the plumbing business five years ago, which has steadily grown in volume, constantly keeping abreast of the time and developing to large proportions, so that today it is unrivalled in this section for reliability and modern methods of service. Sanitary plumbing, scientific drainage and ventilation and the installing of hot water and steam plants, are leading features. In addition to heating and plumbing Mr. Butler carries on an extensive bicycle business, handling new and second-hand wheels which are sold at moderate prices. Repairing of all kinds is promptly executed and bicycle supplies are dealt in. Edison talking machines and records and sporting goods are also carried, the store being headquarters in Danvers for these commodities. Floor space of 1,500 square feet is utilized and four assistants are employed. Mr. Butler was born in Springvale, Me., and was there educated in the public schools and at the Massachusetts Institute of Technology. Mr. Butler has had several years' experience as a plumber and is known as one of Danvers' leading business men, highly esteemed in all circles. He is a member of the Masons, and is an officer in both the blue lodge and chapter, and is Worthy Patron of the Eastern Star.



RESIDENCE OF JOHN LUMMUS



LUMMUS & PARKER MILL

LUMMUS & PARKER

With an uninterrupted career of 155 years of business transactions, and under the firm name of Lummus & Parker 15 years, is a record few concerns in the United States can boast of. The business was founded in 1754 and by progressive and modern business methods has continued to hold its trade and add new customers to its extensive list each year. Hay, straw, grain, flour and feed of all kinds is handled and sold at the lowest market quotations, a fact well known to buyers throughout this section who have been trading here for years. The readiness of the concern to meet all orders is shown in the fact that it has storage capacity of 40 carloads, a mill of three floors, a connecting storehouse of two floors, and a storage warehouse by the railroad of 8,400 square feet and three floors, and eight people are employed. John Lummus was born in New York City and was educated in the public schools of Providence and a private school at Wenham under A. P. Putnam. He has been associated with this business 30 years. Mr. Lummus first bought the business with Mr. Dennett, continuing until Mr. Dennett sold out his interest. Mr. Lummus then sold a half interest to Mr. Lang, the firm name being changed to Lummus & Lang and so remaining several years. The Lang interest being disposed of Mr. Parker was admitted to partnership in 1894 and the present firm name of Lum-

mus & Parker adopted. Mr. Lummus was previously in the express business in Providence three years and for 15 years was in the express business from Wenham to Salem. Geo. H. Parker was born in South West Harbor, Me., was there educated and at the Normal school at Castine and Bryant & Stratton's Business College of Boston. He was admitted to partnership 15 years ago, and was previously employed here three years. Mr. Parker is a member of the Masons and I. O. O. F. Both gentlemen are highly regarded as foremost business men of Danversport and are highly esteemed personally.

CLARENCE HILTON

One of the most carefully conducted and best patronized livery, boarding and hacking stables in this section of the state, is that of Clarence Hilton, 83 Maple street. Teams of various description are furnished, and carriages and hacks for funerals, weddings or public occasions. There are 21 stalls and numerous buildings for storing carriages. Horses are boarded at reasonable rates and given the best of care. Mr. Hilton was born in Yarmouth, N. S., and there educated. He has had a lifetime's experience in the livery business, and became established here in 1900, three experienced stablemen being employed. Mr. Hilton is a member of the Masons and I. O. O. F., and is highly esteemed as a citizen.

FRANK O. STAPLES

Though established originally 80 or more years ago, the retail store of Frank O. Staples, at 4 Water street, dealer in groceries, meats and provisions, is known not principally for its long career, but rather for its up-to-date policy, modern methods and progressive principles. Mr. Staples is always alert to the demands of the times and through his wide experience and large facilities takes advantage of every movement of the market and is always one of the first to get new goods and currently low prices before his customers. Everything in high-grade staple and fancy groceries is carried, including leading makes of flour, standard brands of canned goods, table delicacies, garden produce, choice teas, coffees and spices, and prime cured and fresh meats. The main store consists of two floors and 1,800 square feet of floor space and a storage warehouse of 2,400 square feet and two floors, and six capable clerks are employed. Mr. Staples is a native of Danversport and was here educated in the public schools. Previous to buying out the business in 1886, he was employed here seven years. He is a member of the Masons, K. T. and Shrine, I. O. O. F. and Red Men. Mr. Staples is known as a business man of integrity and sagacity and is a public spirited citizen, taking zealous interest in all that pertains to the welfare of the town and its people. He is serving his fifth year on the school board and is highly esteemed in all circles of the community.

EXCEL LEATHER CO.

With a reputation widespread in the manufacture of leather for the past 14 years, 10 in Peabody and four years at the present finely equipped plant, 41 Water street, Danversport, the Excel Leather Co., as its name implies, manufacture high-grade leather, unexcelled by any similar concern. The products of the company are matt calf, gun metal, ooze and box calf, used by shoe and novelty manufacturers throughout the United States, and a specialty is made of one bath chrome tanned leather, the company making their own liquor and tanning chiefly foreign skins. The factory consists of 12,500 square feet and five floors and two large ells, and 60 hands are employed. The officers of the company are R. F. Keith, president; Wm. C. Keith, secretary and treasurer; Fred A. Keith, vice-president and general manager. R. F. Keith was born in Montpelier, Vt., and was there educated. Previous to founding the present industry he was superintendent of a leather plant in Boston seven years. Mr. Keith has had practically a lifetime experience in the tanning business, his father and grandfather before him being experienced tanners. He is a member of the Masons and A. O. U. W. Wm. C. Keith is also a native of Montpelier, and was educated there. He has had 14 years' experience as a leather manufacturer. Fred A. Keith was born and educated in Vermont and was admitted to partnership in 1901. He is a member of the N. E. O. P. All members of the company are known as expert leather manufacturers and as business men of integrity and ability are highly esteemed in the community.

R. L. CLEVELAND CO.

One of the greatest enterprises of the kind east or north of Boston, is the grocery, meat and provision house of the R. L. Cleveland Co., with main store at 42 Maple street, a beehive of activity, a centre of trade and a clearing house for the most discriminating patronage in this section. Hay, grain and seed potatoes are also extensively handled. A wholesale as well as a retail business is done, the firm buying in carload lots and giving the benefit to its many patrons in high grade goods at prices that defy competition. Everything in staple and fancy groceries is carried, including leading makes of flour, standard brands of canned goods, bottled delicacies and table condiments of all kinds, tid-bits for jaded appetites and prime cured and fresh meats, select teas and coffees, and garden produce of every description. Three stores are maintained, 22 people employed and 10 teams in constant service. W. L. Johnson was born in N. Y. State and was there educated. He was



previously in the wholesale tea and coffee business and is a director in several industrial and mercantile corporations. Mr. Johnson is a member of the Masons. R. L. Cleveland, treas., was born in Danvers and was here educated and at Dartmouth College. He has been treasurer since the business was incorporated in 1903. Mr. Cleveland is a member of the Masons and Red Men. Both gentlemen are known as business men of sagacity and integrity, interested in all that pertains to the welfare of Danvers and its people and are highly esteemed as foremost merchants and citizens.

H. BARKAN

Reliable goods, thorough workmanship, correct style and perfect fitting garments, are the distinctive features of the tailoring house of H. Barkan at 62 Maple street. Though established only last September, 1908, the reputation and ability of Mr. Barkan have won for him a constantly increasing patronage, that finds satisfaction in the stock and the low prices that he maintains. Careful and painstaking skill is devoted to all jobs of



repairing and altering, and a fine line of fall samples is now being shown. A specialty is made of ladies' tailoring. Three to five capable assistants are employed. Mr. Barkan was born in

Russia and there educated. He was in the same business four years in Beverly, and also in Boston three years, and he has had 25 years' experience. Mr. Barkan is a member of

I. O. B. A. and O. B. A. He is an expert in the tailoring business, highly esteemed in all circles of the community.



ROBERTS & DURKEE

Although established in May, 1909, the clothing and gents' furnishing goods store of Roberts & Durkee at 54 Maple street has filled a long felt want in Danvers, as it is the only up-to-date and fashionable clothing house in town. The most desirable and

guaranteed makes of clothes are carried, the newest fabrics and patterns, correct fits and nobby styles are furnished and the workmanship is always trustworthy. A complete and discriminating stock of gents' furnishings is shown, hats, caps and a desirable line of trunks, bags and suit cases.

A specialty is made of the famous and celebrated E. & W. shirts and collars. Floor space of 1,200 square feet is utilized and two people are employed. F. H. Roberts was born in Danvers and was here educated in the public schools. He was previously employed as a clothing salesman for Brown, King Co., of Boston, eight years. G. C. Durkee was born in West Peabody and was there educated. He has had five years experience. Mr. Durkee is member of the K. of P. Both gentlemen are considered among Danvers' enterprising and progressive young business men, and are highly esteemed throughout this section.



DANVERS CO-OPERATIVE ASSOCIATION

DANVERS CO-OPERATIVE ASS'N.

The Danvers Co-operative Association, incorporated in 1871, has been one of the most successful and progressive institutions that has ever been demonstrated in these parts. Managed for the benefit of consumers and investors, the association has been developed sagaciously and uprightly, with such business methods in vogue, as to make it popular with increasing customers and show the benefit of co-

operation. The stock embraces all desirable lines of staple and fancy groceries which is not surpassed in metropolitan cities. Meats are carried and are kept fresh and reliable and sold at reasonable prices. The business was established 38 years ago opposite the present location at 85 Elm street. Here one floor and basement of 30x70 feet each, are occupied, and four alert assistants are employed. The association has for its officers, C. H. Ingalls, president; E. C. Cook, treasurer and manager; for directors, A. W. Bacon, H. M. Bradstreet, J. P. Tufts, C. H. Ingalls, C. W. Brown. Manager Cook was born in Wenham and educated there and at Boxford. He was made treasurer July, 1904, and was employed here for 15 years. He is a member of the Masons, American Mechanics and Royal Arcanum, and has a high standing and reputation in this community for personal characteristics as well as commercial ability and uprightness.

F. A. McGRATH

Although established in 1908, F. A. McGrath, located at 10 Harbor street, has made a reputation of merit for himself among the leather dealers, and is building up a constantly increasing business. Mr. McGrath is a manufacturer of calfskins and a finisher of everything in the leather line, both bark and chrome tanned. At present the capacity of the house is 4,000 feet daily, 18 skilled hands are employed, 9,000 square feet of floor space is utilized and three floors, while the factory is equipped with modern and up-to-date machinery. Mr. McGrath was born in Salem and was there educated. Previous to founding the present business he was a manager of tanneries in Newark, N. J., Winchendon, Mass., Manchester, N. H. and in the Philippine Islands. He has had 25 years' experience as a leather manufacturer and is familiar with every detail of the trade. Mr. McGrath is considered for his business integrity and acumen and is highly esteemed in all circles. J. A. McGrath was born in Salem and was there educated. He was admitted to partnership in June, 1909, and previously had been employed in the tanning industry 10 years. Mr. McGrath is a thorough and skilled tanner of hides and skins and the company are prepared to manufacture anything in the leather line. Mr. McGrath is a member of the K. of C.

STAPLES BROS.

Established 75 years ago, and given new lease of life when Staples Bros. came into the business in May, 1909, the horseshoeing and wagon building industry on Liberty street is constantly increasing in patronage and prestige. Horseshoeing is scientifically executed and in a manner always satisfactory, wagons are built upon order, the best of material and workmanship used and applied, while general repair work of every description is promptly done with prices always reasonable. Three people are employed and floor space of 3,000 square feet utilized. The business was formerly a wheelwright industry until May this year, when Staples Bros., added horseshoeing and wagon building, and are building up a large and successful trade. G. E. Staples was



OSCAR R. BODWELL

It is the utmost folly to purchase real estate without a thorough understanding of the situation; that is, a knowledge of real estate on the market, the tendency in growth of population, staple and rising values, and whether so-called bargains are bargains in reality. To find out all these things, and much more of value, prospective customers should consult Oscar R. Bodwell, 14 Elm street, Danvers, or at the Boston office, 70 State street. Mr. Bodwell is an expert in all that pertains to his particular lines of endeavor, and makes a specialty of city and suburban real estate, summer places throughout this section placing investments and caring for estates. A general insurance business is also conducted and a specialty made of fire insurance, all losses being promptly and liberally adjusted. The business was established in 1904, and Mr. Bodwell became sole proprietor in 1908. Mr. Bodwell was born in Danvers and was here educated in the public schools. Mr. Bodwell has had several years experience in the real estate and insurance business. Mr. Bodwell is known as a business man of reliability and public spirit and is highly esteemed in all circles. He is a member of the I. O. O. F. and A. O. U. W.

born in Danversport and was here educated in the public schools. He was previously in the same business in Topsfield two and one-half years and has had 28 years' experience. Mr. Staples is a member of the fire department and is assistant foreman of hose 4. He is also Past Noble Grand of the I. O. O. F., and a member of the N. E. O. P. H. W. Staples is a native of Danversport and was here educated. He learned his trade here 26 years ago, buying the business 23 years ago, and successfully conducting a wheelwright business until May, this year, when G. E. Staples was admitted to partnership. A fact worthy of mention is that Mr. Staples has never been employed in any other shop, his entire industrial career be-

JAMES P. SHAW

Shaw, the painter, who can paint anything, is the character and reputation of James P. Shaw, 14 Elm street. As the house has been established since 1903, there has been time and opportunity to verify this statement, and it has been proved on all occasions. Mr. Shaw is an expert both in painting and designing, and contracts of all kinds are not only carried out promptly and skillfully but at prices that defy competition for the service given. House painting is attended to efficiently, artistic decorating and frescoing, graining and paper hanging is done with satisfaction guaranteed. A specialty is made of decorating and Mr. Shaw has decorated some of the largest and most important buildings and church edifices in this section of the county, including the A. O. U. W. hall, Christian Science Church of Salem, and is now decorating the Federal street Baptist church of Salem. Help to the number of 6 to 12 are employed. Paints, oils and varnishes are extensively handled and all painters' supplies are carried. Mr. Shaw was born in Yarmouth, N. S., and was there educated. He has had 28 years' experience at his trade and was previously employed by F. H. Crosby 11 years. Mr. Shaw is considered an expert artistic painter, designer and decorator, as a business man of square dealing having a high reputation, and is a member of the I. O. O. F.

ing spent in this industry. He is Past Noble Grand of the I. O. O. F. and Past Master of the A. O. U. W. Both gentlemen are foremost horseshoers and wagon builders of this section and are highly esteemed in all circles.

WM. H. CROSBY

There is no profession that requires more delicacy of procedure and attention as to detail than that of the undertaker. In these and all other matters pertaining to the undertaking business, Wm. H. Crosby, located in modern and finely equipped compartments at 19 High street, is a complete master. The business was originally established 65 years ago, Mr. Crosby buying it out in 1895, and by strict at-



tention to his calling and furnishing reliable goods at reasonable prices, has built up a business of the highest reputation. Mr. Crosby is also widely known as an expert embalmer, employing the most modern methods, in this branch of his profession. As a funeral director he is noted for his good judgment and thorough reliability. At his establishment a complete line of

funeral requisites is carried and capable assistants are at hand day or night. An up-to-date funeral equipage is furnished when ordered. Mr. Crosby was born in Yarmouth County, N. S., and was there educated, and is a graduate of the Massachusetts College and the Chicago School of Embalming and the Barnes School of anatomy. Previous to buying his present business he

was employed by Geo. A. Waitt several years. Mr. Crosby passed the State board of embalming and holds a license issued by them. He is a member of the Masons, K. T., I. O. O. F., K. of M. and Now and Then Society of Salem. Mr. Crosby is known as a delicate and painstaking undertaker and is highly esteemed as a business man and citizen.



A. W. BECKFORD & CO.

At least two generations have known A. W. Beckford & Co's. furniture store, located at 19-21 Maple street, and established 35 years ago and the only one in Danvers. The reputation of the house is upheld, however, not by its antiquity but its up-to-dateness, the concern handling furniture, carpets, rugs, stoves, ranges, crockery, sewing machines and wall

papers in varied and select assortment and selling at the lowest consistent prices. Modern methods and advanced ideas are in operation, three courteous clerks are employed and three floors of over 8,000 square feet are utilized. Mr. Beckford was born in Topsfield and was there educated. He has been associated with this store for 26 years, four years as a partner of J. F. Porter, "who founded

the business," and as sole proprietor since 1904. Mr. Beckford is known as a leading and influential business man and is estimably regarded in commercial and social circles. He has served the town on the water commission seven years, has been a trustee of the Danvers Savings Bank five years and a trustee of the Universalist church 15 years.

MIRROR PRESS

The art preservative of all arts is well represented in Essex County and in special lines by the well-known printing house of Frank E. Moynahan, 29 Maple street, generally known as the Danvers Mirror Press, which has an unrivalled reputation for general excellence of work, prompt delivery and moderate, consistent prices. General job work, commercial printing and society work are leading features

and high-grade special work including two colors, as insurance forms, lyceum printing, magazines and book work of every description are executed with up-to-date, attractive effect. The Danvers Mirror, established in 1870, is published at this office, also a monthly fraternal magazine of 11,000 circulation, the local high school magazine and other publications. The office is equipped with the latest faces of type, and borders

and fast power presses driven by two electric motors and an up-to-date bindery. Several hands are employed. Frank E. Moynahan, proprietor, was born in Danvers and was here educated, graduating from the Holten high school in 1880. Previous to buying out the business in 1890 he was employed here six years. Mr. Moynahan is local correspondent for several publications, including the Salem Evening News.



PACKARD, MARSTON & BROOKS, INC.

In their particular and extensive lines of shoe manufacturing, the widely known and important house of Packard, Marston & Brooks, Inc., 20 Locust street, stands unrivalled not only in Massachusetts, but throughout the country. Their products are boys' and little men's McKay and standard screw shoes, and are sold to retail stores throughout the United States, Germany, South America and Cuba, the company having special salesmen in all of these countries and the goods are in constant de-

mand wherever known and consumed. The specialty of the house is the famous Marston Shoe, sold at popular prices, \$1.50 to \$3.00. This shoe is both famous and popular because of its serviceable qualities, fine finish and up-to-date styles, all leathers used in the manufacture of the Marston shoe being personally inspected by the manufacturers, and is sold direct from the manufacturer to the retailer, eliminating the middleman's profit. The finely equipped plant comprises four floors and an annex of three floors and 35,000 square feet of floor space. The capacity of the house is 2,500 pairs daily and 250 skilled hands are employed. The offi-

cers of the company are F. P. Marston, vice-president and general manager; Thos. T. Brooks, treasurer and secretary. Mr. Marston was born in Farmington, N. H., and was there educated in the public schools. Previous to the establishment and incorporation of this business he was engaged in shoe making and has had a lifetime experience. Mr. Marston is a member of the Masons and I. O. O. F. Thos. T. Brooks was previously in the leather business in Boston 15 years. Both gentlemen are practical and experienced business men and manufacturers and are highly regarded in commercial and social circles.



TAPLEY SCHOOL

DANVERS GAS LIGHT CO.

With its reasonable rates for gas lighting, and its liberal policy of 49 years in the public service, the Danvers Gas Light Co. is indeed an institution to be proud of. The business was founded in 1860, and has for its

officers Sidney W. Winslow, president; Andrew M. Rogers, treasurer and clerk; S. E. Gillette, superintendent. These gentlemen are well-known and highly esteemed citizens, thoroughly versed in their respective callings and decidedly alert to the

demands of the times. The company furnish gas for light, heat and power and make a specialty of gas ranges for family use. The local office was opened in 1900. In 1905 the company closed their works, making arrangements for buying gas of the Beverly Co. at a much less expenditure, giving the benefit to its many patrons at a remarkably low rate, in fact, cheaper than gas can be bought in any other town in the state of the same population. The capital of the company is \$40,000. At the local office, 36 Maple street, the best and latest gas devices, appliances and stoves are shown, many of them wonderful in execution and economical in expenditure of labor as well as money. Mr. Gillette is a native of Keene, N. H., and was educated in the public schools of Hyde Park, Mass. He has served the company with efficiency as superintendent since 1900 and previously was with the Jamaica Plains Gas Light Co. four years. Mr. Gillette is a member of the Masons and is highly regarded in all circles of the community.



CLAPP & TAPLEY

A specialty house in shoe manufacturing, of prominent merit and firmly established reputation, is that of Clapp & Tapley, Holten street. The products are misses' and children's shoes and oxfords and the specialty the C. & T. shoe. These goods are sold to retail shoe dealers and large department stores throughout the United States; and in their particular grades are unexcelled for style, beauty of finish and serviceable qualities. The C. & T. shoe is a notable product and constantly gaining in public favor. The finely equipped

plant comprises five floors, and modern machinery is operated, the capacity number of pairs daily being 1,800 and from 150 to 175 skilled operatives are employed. The business was established in a small way in 1885 and by the production of meritorious goods sold at consistent prices have built up a large and constantly increasing business. G. W. Clapp and W. A. Tapley are proprietors. As alert, progressive and enterprising manufacturers they take position with the foremost, and are known as public spirited and estimable citizens.

ent adequate quarters in 1906, and is under the proficient management of Miss A. G. Drew and Mrs. A. L. Day, proprietors. Both ladies have had many years' experience, and are considered foremost among infant shoe manufacturers in New England, and are highly esteemed in business and social circles.



E. G. FOSS

The quick lunch, like many things rapid and up-to-date, is decidedly an American institution. A local quick lunch room that is unsurpassed for well cooked food, excellence of service and moderate prices, is that of E. G. Foss, 4 High street, and established in 1903. In 1907 Mr. Foss became proprietor and since that date neither money or pains are spared in procuring the best food supplies in the market, and to dine here once is to become a permanent visitor. This is evinced by the fact that 300 people patronize Mr. Foss daily. Five capable assistants are employed and floor space of 2,000 square feet occupied. In addition to the quick lunch and restaurant business, Mr. Foss handles a large line of popular cigars and high-grade confectionery, and operates a handsome soda fountain where all the popular temperance beverages are dispensed. Mr. Foss was born in Brownfield, Me., and was educated at Eaton, N. H. Previous to buying out the present business he was a conductor on the B. & N. St. R. 10 years. Mr. Foss is considered a business man of sagacity and integrity, highly esteemed in all circles, and is a member of the Masons. K. T., I. O. O. F., N. E. O. P. and A. O. U. W.

W. C. LYONS

The widely known and largely patronized livery, boarding and hack supplying stable of W. C. Lyons, 23 High street, has been under his efficient proprietorship six years, and was established by H. H. Pillsbury, 30 years ago. Throughout this lengthy period of public service the stable has borne a merited reputation for reliability and general excellence unsurpassed by any other in this section of the state and three experienced stablemen are employed. The capacity of



THE IDEAL BABY SHOE CO.

When we stop to consider what a mite of humanity the average baby is, it seems preposterous to know that The Ideal Baby Shoe Co. of Danvers, 3 Holten street, exhibits several hundred samples, all different, of shoes for babies. This is a fact even more startling than the race suicide statements of President Roosevelt, and shows that there is plenty of variety in babies' shoes, if not plenty of babies to wear them. The Ideal Baby Shoe Co. leads all similar concerns in this section of the country for the excellence of its products and a specialty is made of high-grade goods

exclusive in materials used, and in styles that are original in conception. Handsome shoes and moccasins, hand-embroidered, that are the acme of daintiness are made here—in fact, everything from the one strap ankle tie to the five strap sandal and carriage boot for infants, embracing over 200 styles, while the company meet competition both in quality of goods handled and consistently low prices. The goods are sold to retail shoe dealers and department stores throughout the country and extensively in New England and New York state. The business was established five years ago, and moved to its pres-



RESIDENCE OF A. H. MERRILL

the stable is 25 horses and modern teams and fine hacks are furnished for all occasions at moderate rates and horses cared for in the best possible manner. Mr. Lyons was born and ed-

ucated in Yarmouth, N. S. He is a member of the A. O. U. W., and is highly esteemed as a business man and citizen of Danvers.

S. EVERETT KNAPP

With an experience extending over 25 years, 10 years in Peabody as a manufacturer, and moving to his present adequate factory to increase the facilities in 1898, Mr. S. Everett Knapp has built up a large and constantly increasing business. The products include India tanned skins, chrome tanned goat, sheep and calf, in black and colors, in fact, all kinds of hides and skins are tanned here successfully, Mr. Knapp having a long established reputation for superiority of production. The capacity of the house is 300 skins daily, and in hides 150 sides. Skilled help to the number of 50 to 80 are employed. The main factory comprises four floors and an ell of five floors and one of four floors with a combined floor space of 57,600 square feet. Finishing is done for leather concerns throughout New England and New York state. Mr. Knapp was born in Farmington, N. H., and was educated in the public schools



RESIDENCE OF G. O. STIMPSON

of Haverhill, Mass. He was previously in the same business in Peabody 10 years, occupying the factory that is now utilized by the Bronco Leather Co., part of which he built. Mr. Knapp is known as an expert leather manufacturer and a business man of integrity and modern methods, highly esteemed in all circles.

JOSEPH M. WHITTIER

Standing foremost among the leading contractors in Essex County, is Joseph M. Whittier, with finely equipped office and lumber manufacturing plant at 12 Cheever street. Many fine residences and handsome blocks in this county are of his creation, including Maple street school, many of the largest and best residences at Beverly Farms, not to mention any of the 100 or more fine houses in Danvers, the building and designing of the Danversport rubber factory, A. T. Way tanneries, the Danvers Iron Works and several other large and important contracts. Mr. Whittier makes a specialty of heavy construction work in the building of factories, bridges, etc., and makes close contracts on building work of every description throughout the State, fulfilling agreements in every particular and executing the work with promptness and dispatch. Mr. Whittier is



MAPLE STREET SCHOOL, BUILT BY JOSEPH M. WHITTIER

an extensive dealer and manufacturer of lumber of all kinds. In the contracting line everything is done by Mr. Whittier including mason work, carpenter work, plumbing, heating, painting and decorating. The business was founded in 1889 on a 40 dollar capital and through business methods of integrity and reliable materials has been built up to its present large proportions. Some idea of the business of today may best be had in figures, an annual payroll of 15,000 dollars, 35 men employed, a mill of three floors occupied, containing floor space of 4,000 square feet, a boiler house, 14x25, outside shed and stables 103x25 and a dry house 14x25 covering in all one and one half acres of ground. The mill is equipped with modern machinery and up-to-date business methods are in vogue. Mr. Whittier was born in Danvers in 1866 and was educated in the public schools, graduating from the high school in 1884. He is an excellent

example of the self-made man. Mr. Whittier was left an orphan at the age of 13 and by thrift and industry has built himself up to one of the foremost industrial men of this section. He is largely interested in the real estate business having built an

entire row of houses on Bacon street, and firmly believes in the future growth and prosperity of Danvers. Mr. Whittier was a member of the fire department 14 years, five years on the board of engineers and chief of the department one year, resigning

because of out-of-town contract work. He was also chairman of the town's finance committee five years. Mr. Whittier is known as one of Danvers' foremost business men and citizens and is highly esteemed in all circles.



ARTHUR T. WAY, INC. FACTORIES, BUILT BY JOSEPH M. WHITTIER

A. T. WAY, Inc.

A. T. Way, Inc., established by A. T. Way and operated under his name in Salem 16 years, was bought out by Mr. W. H. Abbott in June, 1908. New life was given to the company, resulting in increased business so that the business outgrew the Salem factory and the present extensive plant on Liberty street, Danversport, was secured in February this year and the company commenced operations here June 17th, and will be up to its capacity by Oct. 1st. The products are flesh grain and crimping splits, box toe and goodyear welt leathers and gem innersoling. The company manufacture a split leather by special process which is sold exclusively through this house. These products have a merited reputation in the market for fine finish and durability and are sold and shipped to all parts of the United States and Europe. This house has an advantage in the fact

that they are dealers in rough splits through the W. Herbert Abbott, Inc. of Boston, Mass., who have extensive lines of rough splits from all parts of the country thus affording them an opportunity of selection of rough splits for their finished product that is unsurpassed and that all finished products are sold through Grey, Clark & Engle Company, 139 to 157 South street, who have an extensive trade throughout Europe and in the United States, both of these houses being affiliated with the A. T. Way, Inc., of Danversport. The business is thoroughly systematized and carefully managed and orders filled promptly and accurately. Considering the facilities and methods of the company it is hardly necessary to say they are prepared to meet all competition in prices and quality of goods. The plant consists of five floors in the main factory of 30,000 square feet, a storage warehouse of 10,200 square feet, a flexible building of 10,250 square feet, three floors, and engine house, covering in area four acres of ground. An electric motor furnishes

power, the company generating their own electricity. Modern machinery is operated, the plant being one of the best equipped in the United States, and from 150 to 200 hands are employed, while the capacity of the house is five tons daily. The officers of the company are W. H. Abbott, president and treasurer; F. F. Mansur, vice-president and superintendent. Mr. Abbott is president of the W. Herbert Abbott Inc. of Boston, and the Grey, Clarke & Engle Inc. of 139 to 157 South street, Boston, and president and treasurer of the A. T. Way Inc. of Danversport and has general supervision over the products of the A. T. Way Inc. company while Mr. Mansur has charge of the manufacturing. Previous to the formation of the present corporation he was superintendent for Arthur T. Way 16 years, and has had 30 years' experience as a tanner and leather manufacturer and is familiar with every detail of the business. Both gentlemen are widely known to the trade and are highly esteemed in commercial and social circles.



G. W. FISKE RESIDENCE



REBECCA NORSE HOUSE



GEN. ISRAEL PUTNAM

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RESIDENCE OF GEO. A. GUNN



RESIDENCE OF J. N. GEORGE

